

## Experienced Sales Consultant – Great Opportunity for the Right Person!

Homeworks Services Inc. ([www.homeworks.ca](http://www.homeworks.ca)) helps thousands of homeowners each year lower their energy bills and make their homes more comfortable.

Homeworks Services Inc. is currently looking for experienced Salespersons to join our existing team of Window, Door and HVA/C sales representatives. This unique appointment will include the opportunity to join a growing organization of which the successful candidates will become partners in the business.

Providing exceptional sales experiences for our customers using your dynamic skills as a seasoned sales representative, this appointment will offer you the opportunity to challenge yourself and to demonstrate your keen salesmanship abilities. You will be responsible for selling not only quality products but selling an energy efficient, value-added project that exceeds our customer's expectations.

### The Opportunity:

- Establish and maintain strong working relationships with customers by offering professional in-home sales demonstrations and presentations
- Present clear and effective written proposals/quotations for prospective customers; ensuring that all required paperwork and documentation is accurate and complete
- Ability to plan and organize your personal sales strategy
- Ensuring continued customer support during the project initiation, implementation and a complete follow-up process to enhance our customer's experience and satisfaction
- Ensuring the prompt and effective resolutions for customer concerns
- Continuous written and verbal communication with management regarding customer needs, problems, interests, competitive activities and potential for new products and services
- Maintaining up-to-date knowledge of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the research of related materials & literature and consulting with our marketing and technical departments
- Participating in trade shows and sales conferences

### You provide:

- Minimum of 3 years of sales experience (in home sales is an asset)
- Experience selling Fire Places, Furnaces, Heat Pumps, Windows & Doors required
- Experience in the construction or home renovation industry is an asset but not required
- Post-secondary education preferably with focus on business related studies
- Self-motivated and accountable for individual sales targets
- Understand the vital importance of customer relationship management and the need to provide industry leading service
- Knowledge of networking with potential lead sources and converting raw leads into customer appointments
- Must be computer literate in both MS Windows and MS Office
- Experience with Maximizer is an asset
- Well organized with superior time-management

- Strong public speaking and presentation skills
- Excellent written & verbal communication skills
- Valid driver's license and reliable vehicle
- Criminal Background check

We provide:

- Salary negotiable
- Supplemented income during the training period
- Excellent benefit package that includes MSP, Dental, Extended Health, Life Insurance & a company contributed RRSP plan
- Eligible for receiving dividend distributions by the Employee Benefit Trust (profit sharing)
- Opportunity for growth

If you are looking for an opportunity to join a growing company, this may be the one for you. Please email your resume to [jobs@homeworks.ca](mailto:jobs@homeworks.ca) or fax to 604.291.7476 attention: Human Resources. We would like to thank all applicants for their interest in Homeworks however only qualified candidates will be contacted.