

SALES PROFESSIONAL

JOB TYPE: Full-time, Commission: \$80,000.00 to \$150,000.00 /year (or more). We have a draw system available; we can provide an advance towards your commissions. An average sales professional will have a yearly earning package of \$80K/yr. If you are exceptional, you'll be able to earn \$100k and well beyond, with opportunities for growth and advancement to management.

OVERVIEW: Magnolia Patio and Pool seeks a dynamic, self-starting individual that demonstrates initiative and commitment as a Sales and Design Professional to provide knowledge and expertise to customers of the products and designs available.

Mission: To improve the lives of our customers by delivering superior quality of projects and total customer satisfaction while displaying a high level of work-ethic, professionalism, integrity, and positive attitude/mindset. We are problem solvers with a results-driven mindset.

LOCATION: This position will service the North Harris County and Montgomery County areas. Must have reliable transportation, valid drivers license. Experience in the residential construction industry and/or pool building industry is a requirement.

At Magnolia Patio and Pool, we pride ourselves on our culture and our ability to make our company a place that employees enjoy coming to work each day to build long-term success. We encourage our staff in becoming their best, both personally and professionally.

DUTIES AND RESPONSIBILITIES INCLUDE:

- Daily sales training is a requirement
- Create 3D designs using Structure Studios VIP3D software
- Estimate costs and draft proposals using BuilderTrend software
- Meet and build rapport with prospective buyers, determine customer needs and interests, make a full presentation of our services and optional features based on the prospect's needs
- Convert leads to sales at the projected ratio
- Follow up with all potential buyers to convert to sales; prospect and develop referral contacts
- Present the value of using our preferred lender
- Manage buyer through the design, bid, contract, and loan process and attend preconstruction meetings if necessary; coordinate appointments and follow up as needed
- Maintain constant line of communication with buyers and assist through entire sales process; keep customer informed of status of permits and HOA approvals at each stage of the process
- Trouble shoot and offer suggestions for solving any problems which may prevent closing the sale; handle problems in a timely fashion and with integrity

- Maintain a high level of integrity and customer satisfaction, meet company goals for Closing Survey results
- Develop thorough knowledge of construction features, options pricing and design selections and effectively communicate those to prospects and buyers
- Communicate with our design team to develop construction drawings and produce 3D rendering
- Create and present proposals to prospective buyers, including cost estimates
- Manage and track status of leads and become proficient with our sales management software, BuilderTrend
- Follow prescribed methods and sales techniques
- Available for occasional after hours and weekend calls
- Other duties as assigned.

QUALIFICATIONS:

- An enthusiastic attitude and positive mindset with an extreme focus on growing the company
- A strong sense of urgency in completing tasks
- A can-do, will-do attitude, willing to learn new skills and develop both personally and professionally
- Ability to work long hours and be dependable and consistent in meeting expectations
- Eager to train daily on customer service and sales skills
- 2 years experience in residential construction, pool building, and/or design (sales or construction management)
- Strong knowledge of the principles of product demonstration, sales techniques and quality customer service
- Strong verbal and written communication skills, adaptable to varying styles while projecting a positive image of the company
- Must be skilled at persuasion, negotiation, resolving conflict, identifying the needs of others and making effective presentations
- Ability to work autonomously and be internally driven to meet goals which will lead to success in the position; very organized and customer service oriented
- Ability to visualize and conceptualize various designs that fit the needs of the customer and are architecturally similar to the home
- Current, valid drivers' license; proof of adequate, current, auto insurance
- Able to work weekends and evenings if necessary
- Extreme time management and organizational skills;
- Energetic and enthusiastic personality, with a patient and calming manner;
- Team player with the ability to take on more and grow with the role and company
- Must pass background check and have clean driving record

Schedule: Based on customer needs. Some appointments may be scheduled on Saturday or evening hours. If so, sales rep is expected to be available with reasonable advanced notice.

You will be interacting with our clients face to face everyday, so it is paramount that you are an energetic, positive, personable, presentable professional. Please only apply if you consider yourself an elite people person. Our clients have numerous options for their outdoor living projects, it will be your job to show them why working with Magnolia Patio and Pool is the right choice. If you are a highly motivated, passionate, ambitious and dedicated individual you will thrive here.

We look forward to hearing from you. Please do not show up at our office or call, we will contact you to schedule an interview if your resume meets the qualifications.

Job Type: Full-time

Salary: \$80,000.00 - \$150,000.00 per year

Benefits:

- Employee discount
- Flexible schedule
- Health insurance
- 401k match

Schedule:

- Monday to Friday
- Weekend availability

Supplemental pay types:

- Bonus pay
- Commission pay

License/Certification:

- Driver's License

Work Location: Montgomery County and North Harris County

At Southern Mills Custom Builders, LLC (Magnolia Patio and Pool), employment opportunity is based upon personal capabilities and qualifications without regard to race, creed, color, religion, sex, age, ancestry, national origin, disability, veteran status, pregnancy, genetic information, sexual orientation, gender identity, or any other protected characteristic as established by law.