# PREMIER CONSTRUCTION & MANAGEMENT, LLC

## OUTDOOR SALES REPRESENTATIVE APPLICATION

Please complete all sections as accurately as possible. Attach a resume if available.

### 1. APPLICANT INFORMATION

### 2. DRIVER & TRAVEL REQUIREMENTS

### 3. WORK EXPERIENCE

### 4. EXPERIENCE & SKILL RATING

Rate your current experience in each area from 1–10 (1 = no experience; 10 = highly experienced).

### 5. SALES APPROACH

**How do you build trust with a homeowner who is comparing multiple contractors?**

_____

_____

**Describe a time you turned a lead into a sale. What did you do?**

_____

_____

**How do you handle a customer who says your price is too high?**

_____

_____

**How do you stay organized with appointments, quotes, and follow-ups?**

_____

_____

**Are you comfortable generating your own leads as well as working company-provided leads? Explain.**

_____

_____

### 6. AVAILABILITY & POSITION EXPECTATIONS

This role involves daily travel to customer appointments, preparing quotes for exterior and home-improvement projects, following up with leads, and working toward sales goals. Company vehicle, fuel, iPad, training, and marketing support may be provided according to the position offer.

### 7. REFERENCES

### 8. APPLICANT CERTIFICATION

I certify that the information provided in this application is true and complete to the best of my knowledge. I understand that false or misleading information may affect consideration for employment. I authorize the company to verify information relevant to my application, consistent with applicable law.

**Apply online: https://premierconstructionandmgtllc.com/employment**

Full Name: _____ Date: _____

Phone Number: _____ Email Address: _____

Street Address: _____ City / State / ZIP: _____

Position Applied For: Outdoor Sales Representative: _____ Available Start Date: _____

Do you have a valid driver's license? ■ Yes ■ No: _____ State / License Class: _____

Are you willing to travel within the assigned territory (up to approximately 3 hours)? ■ Yes ■ No: _____ Any restrictions on driving or travel? ■ No ■ Yes (explain): _____

Are you comfortable driving daily to customer appointments and job sites? ■ Yes ■ No: _____ Do you have a reliable driving record? ■ Yes ■ No: _____

Current / Most Recent Employer: _____ Job Title: _____

Dates Employed: _____

Supervisor / Contact (optional): _____

Reason for Leaving: _____

Previous Employer / Role: _____

Sales experience (years): _____

Construction / home improvement experience (years): _____

Have you prepared estimates or quotes? ■ Yes ■ No: _____

Have you worked with commissions or sales goals? ■ Yes ■ No: _____

| Skill / Experience | Rating (1–10) |
|---|---|
| Outside / in-home sales | _____ |
| Lead follow-up and prospecting | _____ |
| Customer service and communication | _____ |
| Building trust and closing sales | _____ |
| Preparing estimates / measuring jobs | _____ |
| Construction or remodeling | _____ |
| Decks and fencing | _____ |
| Siding, roofing, windows or doors | _____ |
| HVAC or plumbing | _____ |
| Generators | _____ |
| Using a tablet, CRM or mobile apps | _____ |
| Managing schedule and follow-ups | _____ |
| Social media / event lead generation | _____ |

Can you work a rotating schedule: one week Monday–Friday, the next Tuesday–Saturday? ■ Yes ■ No: _____

Can you attend initial training in Cleveland, Tennessee? ■ Yes ■ No: _____

Compensation preference / expectations: _____

Earliest interview availability: _____

Reference 1 — Name / Relationship: _____

Phone / Email: _____

Reference 2 — Name / Relationship: _____

Phone / Email: _____

Applicant Signature: _____

Date: _____