



Sales Representative — Sani Enterprise, LLC.

Ideal Candidate:

Sani Enterprise is looking for an outgoing individual with exceptional sales and customer service skills, the ability to create streamlined sales, the ability to maintain accurate notes and keep all parties up to date on potential bids and approvals that are coming down the pipeline. The candidate will assist with all aspects included in a sales position including answering the phone and maintaining daily and weekly notes on potential sale sites visited and assisting with collections of past due invoices from your customers. The candidate should be ready to work in a small group atmosphere and have an open mind to take on new tasks as they become available. It is a Monday-Friday position with part-time hours.

Job Type: Part-Time, up to 28 hours, Monday-Friday with weekend availability

Work Location: One Location

Hours: 8:00am-3:00pm

Pay Scale: \$30/hr., plus bonus opportunity

Job Qualifications and Experience:

- Minimum of high school diploma, GED, equivalent experience
- Must possess a current and valid driver's license, dependable transportation
- Job contingent upon passing background check
- Strong communication skills: Must have the ability to listen and speak plainly and communicate effectively
- Problem solving skills: Must be able to prioritize the most important situations, evaluate and resolve issues in an efficient matter
- Proficient computer skills: typing, excel, email etiquette, and other internet-based programs
- Able to multitask and perform a variety of tasks effectively and independently
- 1-2 years related experience and/or training in sales, customer service or equivalent combination of education and experience preferred
- Highly motivated and target driven with a proved track record in sales
- Excellent selling, negotiation, and communication skills
- Knowledge of industry is recommended but not required

Primary Job Responsibilities:

- Present, promote and sell products/services using solid arguments to existing and prospective customers.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their want and needs.
- Establish, develop, and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within scheduled time frame
- Coordinate sale effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customers' needs, problems, interests, and potential for new services.
- Keep abreast of best practices and promotional trends.
- Continuously improve through feedback.
- Work is Monday through Friday 8-3 with 1-hour unpaid lunch



Benefits:

- Flexible schedule
- Schedule: Day shift
- Monday to Friday
- Supplemental pay types: Bonus pay

Sani Enterprise is a locally owned company that has grown substantially within the last few years providing services to construction, property management and residential companies throughout Iowa and surrounding states. Our mission is to provide top quality services to our customers to ensure any service is completed with the utmost excellence in professionalism and communication. To find out more about Sani Enterprise visit our website: <https://sanienterpriseia.com/>

Please send resume to: sanienterprise14@gmail or call 515-729-4381 with questions.

101 Ashworth Road,
West Des Moines, IA 50265