

Smitty's Tree Service - Salesperson scope of work

Job Title: Salesperson

Location: Hybrid

Compensation: 5% of online leads + 5% of job profit OR
10% of self generated leads + 10% of job profit.

Job Description and General Requirements:

Smitty's Tree Service, LLC is excited to grow our clientele with a tree care professional who will represent the company's expertise to existing and new customers with consultations and estimates. Existing customers as well as potential new customers will be provided by the office for online leads with pay described above. Self-generated leads will come from the salesperson as a new Smitty's customer. Both will require a personable, residential expert who can maintain prompt communication with the office and client; commit to all phases of the job's success; follow through with satisfactory job completion and payment; and follow up for future work needed. Smittys has a 0 tolerance drug / alcohol job site environment with the highest bar of respect for customers as well as a family workplace for staff. The ideal candidate will have basic understanding of computers, be detail oriented, organized, a good listener and advisor, a team player and motivated for the success of the company. A company tablet and phone, as well as training on these will be provided.

Responsibilities:

- Prompt and dependable attention to referrals with immediate customer contact
- Immediately relaying completed estimate information to the office
- Consistently and actively prospecting new leads
- Complete follow-through for all leads from initial call to 5 star review
- Work with marketing department for latest advertising trends and projections
- Clear, open and constructive communication with other members of the company
- Attend regular team, office, safety and/or any other meetings in person or via zoom
- Attend 5 networking activities a month engaging in networking and sales opportunities ie: BNI/nexxco/chamber, Social Networking events, community events etc.
- Assist crews with miscellaneous needs to ensure the overall success of jobs
- Ongoing communication with previous clients to build strong future relationships
- A desire to continually learn and educate others.
- Consistently meeting or exceeding sales goals
- Available for storm damage estimates