

# Sales Manager

We are looking for a motivated, dynamic, and independent individual to join our team and assist homeowners with their insurance claims, estimates, and storm damage inspections.

## **Skills & Qualifications:**

- Must have a passion for selling and building relationships with individuals and organizations
- Sales background required
- Must be independent and self-disciplined, and have good time-management skills
- Excellent persuasion skills necessary with the ability to detect opportunities and go after them with enthusiasm
- Ability to work under constraints and gain the most out of allotted resources
- Problem-solving mindset
- Keen understanding of utilizing the internet and telephone as a medium to connect with customers
- Must have a smartphone capable of taking pictures/video throughout home inspections
- Patience and the ability to tactfully manage customer negotiations

## **Responsibilities the Sales Manager Will Be Entrusted With:**

- Seeking out fresh customers and sales opportunities for driving revenue
- Building long-term relationships with key contacts at target customers
- Applying education and expertise to streamline sales processes
- Initiating promotional events for the company
- Representing the company at trade events
- Analyzing sales trends, market dynamics, and reports determining business growth potential
- Using various lead generation tools (website, blog promotions, word of mouth, trade shows, market research, cold calling, email, etc.) to create a database of potential targets
- Managing the sales pipeline by reporting probabilities to the service's delivery arm
- Managing the market research team to create target databases
- Effectively executing and managing elements of the sales process on an individual level and building a top-notch direct sales team in the near future

## **Compensation Structure & Training:**

- A vehicle will be provided for this position
- Royalty Roofing offers training on a monthly, quarterly, and yearly base
- Compensation will be determined by the experience and potential of the candidate
- Management experience is not required but will be a part of the compensation

Please send your resume to [info@royaltyroofing.org](mailto:info@royaltyroofing.org).