

Pack2Normal is a fast-moving, progressive environment that will teach you new skills and help perfect the ones you may already have! If you're a person that is looking to excel, climb, and grow as an individual, then we would love to have you join our family.



Status: Full-time

Role: Sales Representative

Columbia, Augusta/Aiken, Florence, Greenville, Spartanburg, South Carolina

The Contents Salesperson will report to the VP of Contents. In this role, you will be responsible for targeting contractors and property insurance claims reps to establish relationships and promote the company's contents services. The ideal person for this position should have experience in sales and be able to identify potential clients, generate leads, and close deals. You will be communicating with professionals in the Disaster Recovery industry, assessing their needs, presenting solutions, and building partnerships. Good communication and follow up skills are crucial. You should have good understanding of disaster recovery services and how contents restoration services fit in the process. Prior understanding of insurance claims, disaster restoration, and contents restoration is a plus. This person must be able to work in a fast-paced environment with an appreciation for structured and standard operating procedures. The position will require the ability to plan and organize presentations, meal plan with restaurants, and speak to 15-20 people at a time. The sales rep must go the extra mile, have a strong work ethic and have a high level of integrity. This is an on-call position.

Accountabilities:

- As the sales lead, you will be the driver of new sales for the contents business for your branch/region.
- Reports to VP of Contents.
- Attend restoration trade shows and conferences to network with contractors and adjusters and showcase your services.
- Offer education seminars to contractors to teach them about the benefits of utilizing Pack2Normal as their contents partner.
- Create targeted marketing campaigns to reach contractors and adjusters to educate them on your services.
- Stay up to date with the latest industry trends and regulations and share the information with contractors to position our company as a trusted source of knowledge.
- Collaborate with other departments within the company to ensure that customers receive the best possible service.
- Must be friendly and not over the top in salesmanship, ideal person will be unique.
- Travels sales area developing new relationships and sales leads.
- Exceptional skills in communication, organization, and time management, develop and maintain with contractors and offer incentives for referrals.
- Must embrace the power of documentation and building a territory
- Will be required to be active on social media professionally (Linked-In, Facebook, Twitter, etc.)
- Planning and organizing networking luncheons and presentations.
- Accountable for being on-call.

Requirements:

- Sales experience required.
- Clean driving record, valid driver's license, eligibility to work in the USA.
- Must pass background check.
- Must pass drug screen.
- Prior experience building a territory, and documenting in sales tracking software
- Organizing and planning skills
- Strong computer skills (Microsoft Office, Power Point, Word, etc.)

Compensation:

- Salary \$50k-\$60k yearly (DOE), plus commission
- Health/Vision/Dental/Aflac
- Paid Time Off
- Company vehicle will be provided.
- Fuel card
- Required monies for events
- Computer
- Cell phone reimbursement (\$50 per month)