Direct message the job poster from CertaPro Painters

**Mark Williamson**

Owner at CertaPro Painters

Outside Sales Representative - CertaPro Painters of Grand Rapids

CertaPro is a leader in the residential and commercial painting industry. We are a national organization of professional painting contractors specializing in beautifying homes and buildings; interiors, exteriors, commercial, offices, and condominiums. Our success has been built on the foundation of delivering certainty to our customers – certainty of a job well done. We focus on the details of every project and most importantly, we focus on our client.

**Overview: Outside Sales Rep- Residential Painting**

* Fulfill the obligations of the essential functions: Sales, Marketing, Production, Administrative and Personal Development.
* Service all prospective customers with the objective of meeting their painting needs and building customers for life.
* Ensure that all field marketing programs are being executed.

**Responsibilities: Outside Sales Rep- Residential Painting**

* Complete Set-up call to ensure appropriate expectations are set for and from the customer.
* Meet with customer, in person, to perform 10+1 Estimate Process and collaborate on their project.
* Complete a Territory Marketing Plan monthly in conjunction with their Direct Supervisor.
* Ensure that Lawn Signs are up in Territory and Door Hangers are distributed as per the Territory Marketing Plan.
* Participate in all Company sponsored Home Shows.
* Ensure that Cold Call Campaigns are executed as per the Territory Marketing Plan.
* Completion of “Delivering Certainty in the Home” curriculum in CertaPro University.
* Completion of the Certification in the 10+1/Estimate Serve Process.
* Participation in Regional or National On-Going Training Conferences/ Meetings.
* Update lead profiles, job profiles and proposals daily in Certa One.
* Prepare Weekly Analysis of Results in preparation for Goal Setting and Review with Supervisor.
* Maintain and update Point of Sale and Marketing Material.

**Qualifications: Outside Sales Rep- Residential Painting**

* Driver’s License with clean driving record
* Sales experience
* History of accomplishments and promotions
* Working knowledge of interior and exterior paint coatings, carpentry, drywall, EIFS, DRYVIT and other construction (preferred)
* Great communication, presentation and interpersonal skills
* Goal oriented, organized and energetic

**Benefits/Compensation: Outside Sales Rep- Residential Painting**

* Probable $50-60k income range 1st/yr. This position is Commission based after training, plenty of room for upside. Company car, cell phone, laptop. Thorough training. Promotion potential. Health insurance assistance if needed.

Location: Grand Rapids, MI.

Job Type: Full-time

Experience:

* In Home Sales: 1 year (Preferred)

Education:

* Bachelor's (Preferred)
* Seniority level

**Entry level**

* Employment type

**Full-time**

* Job function

**Sales/Business Development**

* Industries

**Consumer Services**