



Pest Control Insulation Job Specification

Sales Associate

Reports to: Vice President of Sales

Supports: Vice President of Sales, Sales & Client Support Director, and Field Representatives

Start Date: Immediate

The Company

Pest Control Insulation, LLC (PCI) is an innovative, growing company working within the pest control and building/insulation industries. With a national footprint, PCI is a major wholesale supplier to the pest control and related industries. PCI's premier patented product, Thermal Acoustical Pest Control (T·A·P®) Insulation, is an EPA-registered pesticide that keeps homes comfortable in unique ways. As a relationship-based B2B company servicing billion-dollar companies, PCI prides itself on superior service and viable partnerships with its clients, vendors, and industry stakeholders. With lots of room to grow, PCI is looking for new team members to help make it happen. More information about PCI can be found at www.TAPinsulation.com.

Position Summary

The Sales Associate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. The candidate must be comfortable making dozens of calls per day, working with channel partners, conducting sales analysis, generating interest, qualifying prospects, and closing sales.

Primary Responsibilities include but are not limited to:

- Support the Sales & Marketing Teams as requested to manage customer expectations.
- Create and analyze sales reports to identify opportunities.
- Gain a solid working knowledge of the products/services offered and the target industries and customers, allowing the sales person to understand customer needs and requirements.
- Make calls to existing customers to update contact info, answer questions, and schedule training (if needed).
- Conduct webinars as needed.
- Keep the Sales & Marketing Teams up-to-date on any field calls requested.
- Target areas/regions to support sales initiatives thru data mining and other resources. Follow up by researching accounts, identifying key players and generating interest.
- Receive calls from current customers and homeowners.
- Track and identify opportunity areas/regions/states.
- Work with Marketing/Sales to develop needed support documents.

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails.
- Route qualified opportunities to the appropriate sales executives for further development and closure.
- Prepare comprehensive activity reports, including volume, and success/pending/no-go data.
- Travel, as required, to supplement field staff activities.
- Other duties, as assigned.

Desired Competencies

- Proven sales experience in building products/services.
- Proven ability to work effectively and creatively in a team environment
- Must have working knowledge of Microsoft Office suite including PowerPoint, Word, and Excel.
- Must have strong analytical skills.
- Must demonstrate a strong phone presence and experience dialing dozens of calls per day.
- Experience working with Salesforce.com or similar CRM.
- Excellent verbal and written communications skills.
- Strong listening and presentation skills.
- Ability to multi-task, prioritize, and manage time effectively.

Compensation

For a qualified individual who meets these specifications, the company is prepared to offer an attractive compensation package including group health insurance, paid holidays, sick leave, and vacation.

Location

The corporate office is located about an hour northeast of Atlanta in Lula, GA.

Contact/Interested

Please send cover letter and resume to careers@TAPinsulation.com.