

Title

Sales Representative

Overview

Marygrove Awning, the premier retractable awning company, is looking to grow our residential, in-home sales team.

For over 80 years, Marygrove Awnings has been a resource for the finest retractable awnings and installations for homes all across the country. As we grow and expand, so does the opportunity to be part of one of the largest growing industries in the US.

Our sales process focuses on making you an Awning Expert and getting the customer the product that is right for them with a 5-STAR experience like no other. We never cold call, solicit, or use misleading tactics. Our Sales Reps are given all the tools and knowledge to maintain an over 60% closing ratio. Leads and appointments are generated for you, so you can focus on the customer and closing the sale. In 2021, Marygrove residential representatives closed over \$25 million in sales.

Benefits Include

Full advertising campaign including TV, radio and digital
NO COLD CALLS. All leads and appointments are company-generated
Paid training and welcome party at Marygrove Headquarters, Detroit
401K with match
Healthcare
Company provided iPad with plan

Expectations

- Travel to customer homes (all leads and appointments are produced and managed by the company) at the scheduled time.
- Identify the needs of the customer and determine which product will best satisfy the homeowner.
- Execute the Marygrove 4-Step Program (analyze the need, help the customer select the best product for them, describe the product features and benefits, help the customer select aesthetic choices, produce an estimate and close the sale).
- Confirm the sale and installation of the product while in the home and during the first appointment.
- Be a point of contact and a 5-STAR representative of Marygrove throughout the process, from time of sale, through installation and beyond.
- Develop a strategic sales presentation based on the success of other reps in the company and coaching from your manager.
- Attend all meetings and participate in team conversations.

- Be on-time and well groomed.
- Take personal ownership in territories and customers assigned to you.
- Be available for extended hours during the peak of the season.
- Possess an internal drive and a competitive nature is a must.