

Elite Pool Designs, Inc.

Sales Representative Job Description

Job Summary

We are seeking a motivated and dynamic Sales Representative to join our team. Elite Pool Designs Inc is a leading provider of high-quality fiberglass and concrete swimming pools in the Tampa Bay area.

Duties

- Conduct sales presentations and consultations to understand client needs and preferences.
- Provide detailed information about our fiberglass and concrete pool options, including features, benefits, and pricing.
- Prepare and present quotes and proposals to clients.
- Follow up with clients to ensure satisfaction and address any questions or concerns.
- Collaborate with the design and installation teams to ensure seamless project execution.
- Maintain accurate records of sales activities and client interactions.
- Stay updated on industry trends and competitor offerings.
- Negotiate contracts and close sales deals effectively.
- Develop and maintain strong relationships with clients.
- Analyze sales data to track performance metrics.
- Collaborate with the marketing team to align sales strategies with market trends.

Skills

- Proven sales experience preferred.
- Strong account management and relationship-building skills.
- Excellent negotiation and communication skills.
- Experience with upselling techniques.
- Experience with Structure Studio preferred.
- Proficiency in CRM software and Microsoft Office Suite.

Job Type: Full-time

Benefits: Flexible Schedule, Commission-Based Salary

Ability to Commute: Gibsonton, FL 33534 (Required)

Work Location: In person, covering the entire Tampa Bay Area

Ready to Apply?

Send your resume to:

accounting@elitepooldesigns.com