



Sales Representative

About Us

The Roof Co. Waco specializes in commercial and residential roofing, serving throughout Central Texas and surrounding areas. With over 15 years' experience, we pride ourselves in quality service and are committed to providing affordable solutions to meet our customers' needs. To ensure a successful project, our goal is to first establish a relationship and built trust. The interaction we have with an individual can lead to lifelong customers and friendships. The Roof Co. Waco prides ourselves on building relationships, serving people, and delivering results.

Position Summary

The Roof Co. Waco is always looking for Sales Representatives to join our team of professionals in Waco, Texas. As a Sales Representative, we are looking for individuals with a good work ethic as well as sales ability/experience. Company generated leads will be supplied and it is also required to originate your own leads to bring in new customers. This position will have the ability to sell to residential (homeowners) or commercial customers (business or building owners). Industry experience is welcomed but we will fully train the right candidates.

Responsibilities and Objectives

- Represent the company in a professional manner in all dealings
- Familiarize yourself with essential details of products and services
- Generate sales by completing prospecting and marketing activities
- Complete inspections of any sales related projects
- Assist customers through the insurance process
- Ability to prepare written proposals & estimates
- Review proposals & estimates with building owners & homeowners
- Ensure quality is always being maintained & customer satisfaction is top priority
- Miscellaneous tasks to fulfill the overall performance/success of the company

Requirements and Qualifications

- High school or equivalent
- Highly motivated, energetic personality and independently determined
- Willingness to learn and develop sales skills and apply provided training
- Prompt, reliable, and detail oriented
- Excellent verbal and written communication skills
- Computer proficiency, including Microsoft Office365
- Have reliable transportation

Working Environment

Physical demands of the facility and this position are representative of those that must be completed to successfully perform the essential functions of the job. Employees may occasionally be required to walk, climb, balance, stoop, kneel, or crouch. Employees will be required to sit frequently at a workstation. Employees may occasionally lift and/or move up to 40 pounds. Employees must be able to clearly see up close and far away, identify colors, have good peripheral and depth of vision, and the ability to focus.

Benefits

We offer competitive pay, health, and dental insurance, accrued personal time off (vacation and sick), paid holidays, and a supportive and safe work culture.

The Roof Co. Waco is an equal opportunity workplace committed to providing opportunities to candidates regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, marital status, disability, gender identity, Veteran, or other legally protected statuses. We consider qualified candidates who can pass a criminal background and driving record check in accordance with state and federal regulations.

Submit your application at www.theroofcowaco.com and attach resume for immediate consideration.