

JOB POSTING DETAILS

Employer	Reliance Home Comfort	Job Type	RI
Job Title	Outside Sales Advisor	Duration	Full Time
Job ID	11837	Location	Sault Ste. Marie
Date Posted	December 1, 2021	Closing Date	December 14, 2021

Job Overview - Description & Duties

Req #1277

LEARN, DEVELOP AND GROW - WITH RELIANCE

By joining Reliance as a Home Comfort Advisor you become part of an organization that is committed to delivering exceptional experiences for our customers and will support you to be your best.

The Opportunity

This is an entrepreneurial sales person's dream job; an opportunity to earn a great income selling home comfort products by appointment within the residential market segment, a great product/service offering, an abundance of potential clients to present to, support from our first class sales managers for everything you'll need to complete the sale - training, coaching, marketing, advertising and technical support!

This is a 100% commission role. Compensation is completely based on performance.

What will you do?

Present/sell company products and services to new and existing customers

Resolve customer inquiries and complaints

Updating and working on CRM Platform

What do we offer?

A generous compensation plan - top performers earn \$150,000 +/-year

Paid Training includes an intensive 4 weeks course on our sales process, products and ride-along with successful sales and technical team members

Vast majority of appointments / leads provided by the Company (some self-generation is required)

Why Reliance?

Headquartered in Toronto, Reliance is the industry leader in providing home comfort solutions to over 1.9 million customers across North America. Reliance provides reliable home heating, cooling, hot water, water purification, electrical, plumbing & Smart Home products & services.

Each day, our Team Members are dedicated and focused on delivering an outstanding customer experience, developing top talent and giving back to the communities where we live and work. Reliance is an \$900 million business with over 2,400 Team Members and growing! We are proud to be recognized by Waterstone Human Capital Ltd. as Canada's 10 Most Admired Corporate Cultures.

Required Skills

What do you bring?

Must provide proof that you are fully vaccinated as defined by the Provincial Ministry of Health

Ideally possesses at least 2 years' experience and a proven track record of successful sales experience within the business to consumer market in residential sales

Self-motivated, results-driven and highly organized with excellent time management skills

Possess a strong commitment to providing an excellent customer experience by providing a thorough, informative presentation that distinguishes us from our competition

Commit to skill development through weekly practice/coaching sessions that are customized to improve their current skill set

Possess a positive and professional presence, exceptional verbal/written communication skills

Must be able to work a flexible work schedule that regularly includes evening and weekend appointments (when the customers want to meet us)

Must have reliable transportation

Other Requirements

NA

How to Apply

Reliance Home Comfort is an equal opportunity employer. We welcome and encourage applications from candidates of all backgrounds including minorities and those with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

Please apply online at: <https://can61.dayforcehcm.com/CandidatePortal/en-US/reliancecomfort/Posting/View/3763>