



## **Field Sales Representative**

Greyhound Household is seeking to recruit a Field Sales Representative on a permanent basis for residential sales. This role is better than ever with a Competitive basic and Uncapped commission structure with a daily fuel and meal allowance!

Our business is built on our people. We employ over 200 people at our Crag Avenue facility and all our profits are re-invested in the company.

We are committed to recycling and are constantly innovating and educating to reduce the amount of waste that goes to landfill. All our operational processes focus on facilitating recycling, composting, and working towards a green, cleaner world.

### **About This Role:**

- To successfully identify new business opportunities and develop a new business pipeline. Presenting our target customers with our unique client approach.
- Promote Greyhound brand and services including discounted offers and benefits of Greyhound.
- Promoting and upselling the newest range of services.
- Deliver compelling sales presentations to potential customers, highlighting key selling points and addressing any questions or objections they may have.
- Accurately document sales interactions and maintain organized records of leads, sales, and customer information.
- Achieve weekly, monthly & yearly sales targets set out by management.
- Assist with support to colleagues out on the field by mentoring to develop skillset on sales and product.
- Work towards targets and KPIs

### **Experience & Skills:**

- 1+ years Door to Door selling or Field Sales experience
- Familiarity with CRM systems
- Build and establish relationship with new customers.
- Highly motivated and target driven with a strong sales focus and desire to exceed
- Demonstrated sales or customer service experience.
- Excellent selling, negotiation, and communication skills
- Proven track record of reaching/exceeding targets.
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs.



- Growth mindset and willingness to learn
- Confident and charismatic approach to customers
- Full clean driver license

**Benefits:**

- Competitive salary
- Uncapped commission & bonus
- Holiday entitlement 20 days plus 10 bank holidays
- Free parking on site
- Training and Development - Support with continuous development
- Progression Opportunities
- Employee Assistance Programme.