



Opportunity Profile: Utility Sales Representative

Our Mission

To provide Opportunity and Super Experiences to our Team, Clients, Agents, and all we serve.

Our Vision

To deliver Super Home Services to 75,000 homeowners annually.

Values

F.R.E.E.D.O.M

Fearless, Respectful, Excellence, Education, Diligence, Opportunity, Motivation.

Culture

Being a superhero is hard, and we will expect your best every day. We place a high priority on integrity, dependability, punctuality, extraordinary customer satisfaction and going above and beyond the job profile. We offer a great work atmosphere, competitive salary, flexible schedule, and healthcare benefits.

Company Expectations

Show up on time, show up ready to go, work while at work, focus on providing great client experiences, strive to be physically fit, mentally fit, and emotionally stable. Be kind to all, and if a client is disgruntled, kill them with kindness. Look for opportunities for the company and for yourself. Seize opportunity when it arises, plan your time, have a plan, set personal and professional goals, dress appropriately, and persevere when difficulty arises. Be clear about the company's vision and your personal vision. Be effective, not perfect. Take time for refreshment and relaxation when needed, respect your coworkers, and be a part of the team.

Position Overview

We are seeking a motivated **Sales Representative** to join our Outbound Sales Team. In this role, you will help new homeowners connect essential services such as utilities, internet, pest control, and HVAC. This position is ideal for someone who is energetic, personable, and goal-oriented with a passion for helping clients and achieving results.

Key Responsibilities

- Build relationships with new homeowners to understand their service needs.
- Recommend and connect clients to trusted providers for utilities, home security, and related services.
- Conduct outbound calls, texts, and emails to engage potential clients and complete sales.
- Manage leads and track progress in the company CRM to ensure timely follow-up.
- Meet and exceed individual and team sales targets.
- Communicate clearly, professionally, and empathetically with all clients.
- Identify upselling opportunities to enhance customer satisfaction and company growth.
- Resolve client issues effectively while maintaining a positive experience.

Qualifications

- Previous experience in sales, call centers, or customer service preferred.
- Excellent communication and relationship-building skills.
- Strong organizational skills with the ability to manage multiple tasks and client interactions daily.
- Self-motivated, dependable, and team-oriented.
- Comfortable working in a fast-paced, performance-driven environment.

Compensation & Benefits

- **Competitive base pay (\$18-\$25 per hour)** with uncapped commission opportunities.
- **Health & Wellness:** Medical, dental, vision, and life insurance.
- **Retirement:** 401(k) plan to help you build long-term financial security.
- **Work-Life Balance:** Flexible scheduling, paid time off, and employee discounts.
- **Professional Growth:** Comprehensive training and ongoing career development opportunities.