



(PCS) Parks Convenient Solutions, LLC is seeking a Sale Representative I Position – Fayetteville, NC and surrounding areas.

Description

Want to be a part of a growing company? PCS is seeking reliable and quality individuals to be a part of our Team.

PCS offers competitive wages to our employees, reliable equipment, and a safe-friendly work environment. Our success is driven by being open, honest, and focused our customers—and your success.

Equal Opportunity Employer – Minorities/Women/Veterans/Disabled/LGBT

Part-Time openings with full-time potential. Bonuses awarded only under terms of our policies F/T only.

NO CALLS PLEASE. MUST APPLY ONLINE www.pcsconvsolutions.com or email resume or application to pcsconvsolutions@gmail.com.

Overview

This position may lead to a full-time position offering training, benefits, vacation time, Lead Technician, as well as other services and administrative responsibilities. Must be a self-starter, motivated, reliable, and trustworthy. **No Sales experience necessary.** Must have valid driver's license; be able to work in the United States, pass background check and drug screening. Key competencies include but not limited to; ability to work with others or self, attention to detail, people person, maintain employee/service partner and customer relationships, professional, driven by performance, and strong interpersonal skills. This successful candidate will be responsible for establishing cleaning accounts with potential customers, meet with clients, direct mail, cold-calls, follow-up, and maintaining current and future relationships with local clients. Other responsibilities include accountability and maintaining all purchase transitions, inventory of sales material, emails, phone logs, mileage, and training of new employees. Assist to develop new methods, administration, and sales techniques. Candidate will work closely with other employees to build leadership in the development of personnel through our strategic business strategy. As a growing company, we seek to promote the growth of the business by adding the right candidates. Must be self-motivated, driven, and achievement focused. In addition, candidate must be able to work on feet for extensive hours throughout the day, have reliable transportation, work flexible hours, and willing to promote a safe-friendly work environment. Candidate must have strong phone presence, strong negotiation, and communication skills which is critical. Will be required to build and maintain relationships with our internal/external customers.

Responsibilities

- Manage and maintain sales accounts and purchase transactions.
- Product research using company and industry data.
- Following all sales techniques and company guidelines.
- Build relationships with all new and existing clients.
- Build relationships with all staff members.
- Responsible for recordkeeping, i.e. Vehicle mileage, receipts, and customer transactions.
- Actively drive all aspects of promoting business.
- Ensure proper utilization and maintenance of all general cargo and equipment
- Business/Employee relationship development:
 - Interfacing with customers, management, and peers
 - Work independently or with other employees
 - Interaction and development

Qualifications

Education

High School Diploma or above required.

Experience

No experience required in Sales related services

Preferred, minimum of 2 to 3 years' experience in customer services

Preferred, minimum of 2 to 3 years' experience in service partner relationships

Preferred, minimum of 2 to 3 years' experience or knowledge in computer applications.

Knowledge/Skills

Excellent communication skills required

Must be a Proven ability to direct and develop management team, as well as ability to engage frontline employee and service partner required

Ability to lead and sustain continuous improvement and initiatives required

Ability to meet cleaning schedules, projects of varying size and scope, and operational flow.

Professional acumen required

Ability to promote a safe and secure working environment required

Strong knowledge of household cleaning products preferred

Demonstrated leadership, timeliness, and ability to work independently required

Strong Relations background preferred

Other

Regular attendance and punctuality in accordance with company policies is required
Must have valid driver's license and maintain auto insurance. Must be able to gain entry
on government installations.

Up to % 80 travel (mostly within the Fayetteville, Raeford, Hope Mills, and Fort Bragg)
required. In/around mileage reimbursement.

Attendance is required at work locations

Must be legally authorized to work in the United States for any employer without
sponsorship possess tentative

Job

Cleaning Technician & Administrative

Primary Location

United States-Fayetteville, NC and surrounding areas

Industry

Janitorial Services

Schedule

Part-time w/ flexible hours, some nights, and weekends

Hourly Wage based on experience.