

Outside Sales Associate

Great Valley Awning, a custom awning and shade solution company, has an immediate opening for a full-time **Outside Sales Associate**. The ideal candidate enjoys learning new skills, working independently, and developing successful relationships. This position is for a self-starter with the motivation and focus to build a career. During training, this employee will shadow the owner before taking on their own leadership role. This is a year-round, full-time position as this candidate will also have the opportunity to work in our sister division, Great Valley Holiday Lights & Décor, which provides holiday décor for residential homes and commercial businesses.

Our typical customers are residential homes and small commercial businesses (restaurants, local businesses, etc.), Our headquarters are located in Frazer, PA, and we primarily conduct business in Chester County; however, we occasionally work in the surrounding areas within our limits, including Northern Delaware and South Jersey.

Essential Responsibilities:

- Travel within a designated service territory to conduct face-to-face meetings
- Build strong, successful relationships with clients
- Follow-through on customer projects, from initial contact to final sale within a CRM lead system
- Generate weekly reports and maintain accurate records of all leads, customer accounts, and sales
- Develop and implement effective strategies to drive sales performance
- Cooperate with outside manufacturers and attend industry trade shows
- Maintain a professional Company image at all times

Qualifications:

- Two (2) years of sales experience **required**
- Construction experience strongly preferred, but not required
- A valid driver's license and a reliable form of transportation
- Ability to envision a customer's ideals and design a product to fulfill their needs
- Flexibility in work schedule, including occasional evening and weekend appointments
- Competencies include: independence, focus, and time management

Benefits (following a probationary or qualification work period):

- Excellent Health insurance including Vision & Dental, with company contributions
- Flexible Spending Accounts
- 401K with a Company Profit Sharing plan
- End of year performance bonus program
- Paid PTO and holidays
- Paid Life Insurance
- Voluntary Insurance available

Job Type: Full-time, Base & Commission Pay Structure, Non-exempt

**A Driver's license check will be conducted for all employees. **

If you meet the qualifications outlined in this position, please submit your resume or come to our office to fill out an application in person at **Great Valley Pool Service, 446 Lancaster Ave, Frazer PA 19355, (610) 889-0711**