

Serving All of New Jersey



COMMERCIAL · INDUSTRIAL · RESIDENTIAL

About Us

Danley Electrical is NJ's most trusted award-winning electrical contractor. We specialize in the sales and installation of Generac Standby Generators. Our staff of highly skilled, dedicated Sales Engineers and Technicians alongside the newly established *Sales Development Team*, are the reason we are now in rapid growth! We want professionals, like you, on our team.

Sales Development Representative

Role Overview

The sales development reps we hire are engaging, professional, and hardworking. This position will be representing Danley Electrical and Generac at a mix of industry trade shows, community events and instore positions to effectively produce leads for the *Sales Engineer Team*. If you are a person that has a good work ethic, please read the following details about this position opportunity.

Compensation: \$18/hour with Bonus opportunity

Job Type: Full Time

Responsibilities

- Ability to generate new leads that fit within our ideal client demographics.
- Build rapport quickly, typically within 1 minute with an approach that suits your style and character
- Engage with customers to collect vital information and record in our CRM
- Set and record Free In-Home Consultation appointments with customers in the moment
- Nurture leads into the sales funnel that preps and qualifies them for an in-home consultation call.
- Maintain relationships in order to retain their business and possibly earn referrals.
- Work with the rest of the sales team to create an environment of teamwork and meeting goals.
- Work with Sales Manager to develop yourself and become a better rep.
- Continuous training will be provided as new product and industry information is available

Requirements

- No experience required but 1-2 years Sales Development experience is preferred
- Talented with verbal communication skills
- Team player that will work with others to reach a larger goal
- Coachable and able to take and implement constructive criticism
- Meet goals designed to meet your skill level
- Ability to use computer and CRM in a relatively quick manner with instruction
- Potentially working earlier and later than a typical 9-5 in order to reach leads
- Fantastic organizational skills to keep contacts and schedules in order
- Ability to use a CRM to maintain contacts (tablet, CRM and training are all provided)

What We Offer

- Changing working environments (trade shows, store locations, community events)
- Weekly paycheck
- A consistent and properly planned schedule up to 1 month in advance
- Android Tablet preloaded with our CRM and other apps to help you keep track of work, schedule and hours.
- Opportunity for advancement. If you're the best for the job, prove it and get it
- Open communication with all the leadership of the company. We're always listening
- Continuous training on sales and personal development