



KANDY SALES CONSULTANT OPPORTUNITY PROFILE

THE BRAND

CONDO KANDY expands home experiences by providing Shades, Blinds & Balcony flooring for multi-unit residential buildings (CONDOS). We strive to create superior residential customer experiences every time starting with a free, in-condo consultation, through to design, delivery, customization & installation! Don't take our word for it- check out our 50+ 5 star Google reviews! We are seeking mature and responsible customer oriented professional in-home Sales Consultants to join our dynamic team. Condo KANDY's purpose and core values form the foundation of the brand. All team members share these values and this maintains a strong and healthy organization that continues to deliver on its purpose to its highly valued Clients.

PURPOSE

Expanding Home Experiences ®

CORE VALUES

Bring Out the Best in Everyone

Be the Solution

If it's to be, it's up to ME

Deliver on Every Promise

Ever Evolving

MAIN DUTIES of KANDY SALES CONSULTANTS

- ❖ Prequalify incoming inquiries to setup consultation appointments.
- ❖ Conduct in-home sales consultations following the KANDY process to close shades, blinds, and balcony flooring deals.
- ❖ Interact with concierges, designers, property managers, individual condo owners and condo boards to drive demand and gain referrals.
- ❖ Drive new leads and generate demand.
- ❖ Arrange building programs and conduct in-building displays and close deals.



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- ❖ Oversee and man home shows/trade shows and other exhibitions as required to drive new business and secure new leads

EXPERIENCE and SKILLS REQUIRED

- ❖ Success and overachievement in B2C high value selling; prospecting, handling objections, needs analysis, questioning, closing
- ❖ Spatial analysis; the ability to measure and calculate square footage
- ❖ Successful experience selling blinds and shades
- ❖ Proficient with technology, tools, apps and CRM's
- ❖ Ability to execute B2C sales through B2B referral activity
- ❖ Problem solving skills (Be the solution)

ATTRIBUTES & PREFERENCES

- ❖ Accountability for Personal Success
- ❖ Embraces change and enjoys lifelong learning (Ever Evolving)
- ❖ Attainment & Goal oriented
- ❖ Delivers on every personal & brand promise
- ❖ Attainment & goal oriented
- ❖ Tenacious
- ❖ Positive Outlook & Emotionally objective
- ❖ Professional appearance, behavior & presentation
- ❖ Competitive & action oriented

OTHER REQUIREMENTS & CONSIDERATIONS

- A valid driver's license with clean drivers abstract
- A vehicle of the year of 2000 or newer that is capable of transporting samples and other marketing materials and is a positive reflection on the brand.
- Willing to work flexible hours equal to an work week on any day of the week ranging from 9am to 8pm. Must be flexible as the hours will be dictated by client requirements.
- Have a home office set up with high speed internet and a reliable computer and smartphone. Tablet device is also encouraged.



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- Must be willing to wear branded clothing to client condos and during home shows and exhibits.

REMUNERATION & PROVISIONS

- 18% payout on all revenue generated
- 3% accelerator added to payout for any month where revenue exceeds plan.
- 3 branded shirts provided and logo provided for any extra shirts
- Business cards
- Marketing materials
- @condokandy email address
- Access to Condo KANDY CRM for all client communications, proposals, invoices and projects
- In-Depth training & ongoing support

APPLICATIONS

Application: If this sounds like you and you are ready to take yourself to the next level, submit your resume and cover letter. Please include an introduction about yourself and tell us about your most interesting work experience to date. Please send to: careers@kandyoutdoor.com with SALES CONSULTANT in the subject line.