



Lead Salesman Job Description

Ideal candidates possess the following traits:

- Proven Leadership abilities
- Desire to work in a blue-collar professional environment
- Growth oriented

Summary

The Lead Sales position is responsible for scaling and representing the Sunrise Electric brand in their local market through a dedication to professionalism and performance, on a daily basis. The two areas of primary management responsibility for the business unit are sales and business development. The Lead Sales position will be the primary responsible overall sales and lead flow for Sunrise Electric.

Responsibilities:

- Perform electrical inspections for estimation of quotes or quality assurance purposes
- Build a strong long term lead pipeline through business development relationships (Real Estate Industry, HVAC, Plumbing).
- Manage and achieve high levels of customer and community trust in the brand through active participation in the Google Review process.
- Achieve lead flow results (15-30 Per Week) by managing all aspects of local marketing initiatives including local digital marketing accounts (Facebook, Instagram, etc.) as well as PPC, SEO, and other marketing initiatives.
- Business Development activities to create relationships with referral sources to generate leads.
- Actively manage all aspects of customer lead flow into Jobber CRM.
- Perform work as necessary
- Source, hire, and manage sales technicians to ensure a high quality of service is maintained and sales goals are met.
- Conducts weekly meetings with Sales Team to review schedule and performance.
- Ensure customer satisfaction on every sold job by achieving 5 star google reviews.
- Manage company vehicles according to work vehicle policy standards.
- Perform any other duties assigned by management.

Skills Requirements

- Ability to effectively communicate to customers
- Ability to lead a team to accomplish sales goals
- Ability to effectively present information to Sunrise Electric leadership.
- Ability to solve practical problems.
- Must be very proficient with modern technology, including: Google Suite, Android or Apple OS, Spreadsheets.

Physical Demands Working Conditions

- Physical activities (in addition to standard work activities) of this position include:
Crawling - hands and knees, belly (army) crawling, maneuvering in tight spaces, working in dark spaces, handling light hand tools.

Job Type: Full-time

Pay: \$50,000.00 - \$75,000.00 per year