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ELEVATOR SALES REPRESENTATIVE FOR MASSACHUSETTES RESIDENTIAL HOMES AND DEVELOPMENTS

We are seeking a highly motivated Sales Representative to join our team in Massachusetts to promote innovative accessibility solutions to current and potential builders, architects and customers. Home HealthSmith is the #3 Inclinator Company of America's dealer in the US specializing in residential elevators.

Do you have a strong sales background and demonstrated sales success working with home builders & architects? Are you a team leader who can efficiently and effectively manage accounts? Are you a closer? Are you a hunter? If you are looking for a role that combines your drive to succeed with a passion for customers, then we have a great opportunity for you!

In this role, you will identify, respond to and win new home construction projects for elevators, dumbwaiters and Vertical Platform Lifts in residential homes and developments. Will also work with renovators on retrofitting existing homes with an elevator or accessibility solutions.

This person must possess the strong core values of the company such as always providing outstanding customer service, be growth oriented, be a great team player and be humbly confident.

RESPONSIBILITIES & SKILLS:

- Build strong relationships with home builders & architects in Massachusetts – specifically Newton, Brookline, Wareham, Weston, Cape Cod and surrounding areas.
- Sell residential elevators, VPL's, dumbwaiters and light commercial accessibility to building owners, contractors and homeowner's, including Lifetime Maintenance Plans.
- Contact property owners and agents of prospective customers to obtain blueprints of proposed new construction and submits to VP of Sales for bidding and/or quoting.
- Prospecting for new customers, including cold calling and identifying competitive accounts that can be converted to Home HealthSmith services.
- Oversee job details throughout sales process, including preparing and managing contract documents, creating approvals and layout's and tracking to completion.
- Contact owner/builder periodically to advise of work status.
- Confer with owners of existing structures to determine type of installation required.



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- Initiate the sales installation process by working directly with field management on projects and coordinating activities and information related to ordering and installation of equipment.
- Present bid/proposal to customer, explains cost factors, emphasizing characteristics, such as construction, performance, durability and appearance of equipment.
- Have the ability to organize a sales outreach program to architects/builders.
- Have the drive to win and have a positive can-do attitude.
- Willingness to prospect and identify new business opportunities.
- Ability to meet and exceed challenging revenue and profitability growth targets.
- Analytical ability and business acumen to analyze & prioritize opportunities.
- Sell to value and differentiating Inclinator products and services on all new contracts.
- Ability to build customer relationships – all individuals within the sales/project management process: strong interpersonal & communications skills.
- Ability to work effectively in team environment; collaboration with peers and colleagues; as well as being capable to effectively work independently.
- Have a comprehensive understanding of selling & sales tools.
- Deliver & present a minimum of 60+ packets per month to Builders/Architect's.
- Schedule a minimum of 6 meetings with Builders/Architects per week
- Attend a minimum of 5 Networking events per month either in person or virtually.
- Educate customers on safety issues, code requirements or potential upgrades.
- Attend weekly sales meeting.
- Record account/customer activity in Customer Relationship Management (CRM) system (e.g., Pipedrive & HighRise).
- Maintain a strong familiarity of company products by attending company training classes and reviewing factory equipment updates and supplier goods.
- Attend sales and trade meetings and reads journals to keep informed of market conditions, business trends and new developments in industry.

REQUIREMENTS:

- Experience working with home builders & architects.
- Reliable transportation and clean driving record.
- Ability to become knowledgeable on safety issues and code requirements.
- Organized and personable.
- High level communication.
- Reside in MA or surrounding area.
- 3+ years sales experience.



- The position requires 40 hours per week; classified as a non-exempt employee, paid on a bi-weekly basis.

BENEFITS:

1. Two (2) weeks of paid time off annually after ninety (90) days which is accrued beginning on your date of hire.
2. Receive nine (9) paid holidays.
3. Eligible for 401K paid holiday immediately upon hire.
4. Eligible for health and dental insurance for which Home HealthSmith pays 50% towards employee costs only immediately upon hire.
5. Home HealthSmith will provide a monthly stipend towards technology expense.
6. Home HealthSmith will provide a company credit card, gas card and AAA card.
7. Monthly expense account provided

COMPENSATION:

1. Compensation to be discussed
2. You will be paid commission on sales of the following:
 - a. Elevators – residential
 - b. VPL Sales – residential and light commercial
 - c. Dumbwaiters – residential & light commercial
 - d. Lifetime Maintenance Plans
3. Quarterly bonuses will be provided if sales goals are met or exceeded.
4. 30- Day Check-In's to be conducted
5. 90-Day Review to be conducted
6. Annual Reviews to be conducted

EDUCATION & EXPERIENCE:

- Bachelor's degree or 8+ years of work/sales experience (Required)
- Previous experience working with home builders: 2 years (Preferred)
- Experience with Microsoft Office and Zoom (Required)

This position will report to the Vice President of Sales