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We are looking for a motivated salesperson to join our team as a Full time **Moving Consultant** position for our Kingston office. In this role, the Moving Consultant will be responsible for generating new sales that will help us achieve our goals. The successful candidate will be outgoing, organized and demonstrate a passion for sales and delivering great service to our customers. If you are looking to grow your sales career, then this is the position for you!

#### Duties of a **Moving Consultant**:

- Processing a high volume of customer inquiries.
- Processing estimates and invoices for all sales calls and moving services.
- Responsible for completing in home surveys/estimates for residential moves.
- Ensuring existing accounts are maintained to meet customer satisfaction.
- Taking phone calls from customers and scheduling at their homes.
- Communicating internally important feedback from customers.
- Dealing with and responding to high volumes of emails.
- Assist with identifying and securing opportunities for revenue and growth.
- Following through the entire process with the customer from beginning to end.



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### Requirements for the role:

- High organizational skills and ability to manage a number of projects at the same time.
- Ability to prioritize own workload and adhere to strict deadlines.
- Strong communication skills verbal and written.
- Well versed with basic software programs such as Google Suite and Microsoft Office.
- A sales background.
- Must be detail oriented.
- A team player with a high level of dedication.
- Must have their own reliable transportation.
- Previous experience in the moving industry in any role is an asset.

Remuneration will be results based, with flexible/variable hours and a competitive benefit package. This position has the potential to grow into a larger role for the right individual.

*Walker's/Capital Group of Companies Limited welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.*



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