Moving Consultant

Sales
Kingston/Trenton ON
Requisition ID: 1410

Walker's/Capital Group is looking for a motivated salesperson to join our team as a full-time **Moving Consultant** for our Kingston & Trenton offices. **In this role, the Moving Consultant will be responsible for identifying possibilities and generating new sales that will help us achieve our business goals.** The successful candidate will be outgoing, creative, organized, and demonstrate a passion for sales, networking, success, 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:

- Meet with potential customers to learn about their needs and explore solutions with them
- Generate revenue by closing sales of moving services
- Cultivate repeat and referral business by establishing positive service relationships with clients; steward existing accounts for maximum customer satisfaction
- Process a high volume of customer inquiries - work with customer care team to provide a friction-free path for potential customers
- Responsible for completing accurate surveys and estimates using our pricing tools with follow up until the customer decides
- Communicate important feedback from customers to internal stakeholders - customer care, operations, Van Line, marketing, etc.
- Following through the entire process with the customer from beginning to end
- Complete commission reports in a timely manner
- Seek out and participate in activities to support community engagement and connection - socials, networking events, service clubs, etc. to build network and foster new business opportunities
- Work with marketing to support productive engagement with consumers
- Represent the company in a professional and positive manner

Requirements for the role:

- Sales background and good understanding of the sales process and client relationships
- Comfortable and proficient working in a variety of software environments including Google Workspace, proprietary industry and CRM applications.
- Networking experience
- Familiarity with community and/or willingness to get involved
- Enjoys interpersonal communication - a people person!
- Strong communication skills verbal and written

- High organizational skills and ability to manage a number of projects at the same time
- Enjoys/thrives in a fast-paced environment - ok with last minute changes
- Ability to prioritize own workload and adhere to strict deadlines
- Detail oriented - good with numbers
- A team player with a high level of dedication
- Must have their own reliable transportation
- Able to pass a police background check, and meet additional security clearance requirements as may be needed.
- Previous experience in the moving industry in any role is an asset but not essential

Remuneration is results-based, with flexible/variable hours and a competitive benefit package.

About us

Walker's/Capital Group moves households and businesses and stores goods for customers across Eastern Ontario, from Kingston, Trenton, and Deep River. We are a regional company with crews who take pride in getting it right the first time.

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.

Apply Online: https://tinyurl.com/6dtj58wm