

Classification: Pool Salesman/Project Manager
Supervisory: No

Employment Type: Part-time
Compensation: Commission

Job Description

Employee will possess a high yield sales track record with knowledge of project management practices in the pool or construction industry to secure provided leads from the Management Staff and work cohesively as a team. As the face of the company the salesman will oversee all aspects of the project to ensure completion as per contracted and the customers' expectations are exceeded. Commission will be based on ability and experience with disbursements issued with a signed contract and the remainder at the initiation of the final phase of each project.

Qualifications, Knowledge, and Skills Required

- High school diploma or equivalent required, Associates degree preferred;
- Valid Florida Driver's License, clean driving record, and reliable vehicle, required;
- Possess 2 – 3 years sales experience, preferably in the pool industry;
- Proven working knowledge of construction projects and managing a sale from contracting with a customer, completing the appropriate permitting process, overseeing scheduling, resolve conflicts successfully, and seeing the project through to the completion phase, preferred;
- Proven ability to design pools in Pool Studio, preferred;
- Proficient use of a computer to communicate via email, use Microsoft Word and Excel, Adobe PDF, use a cell phone to send and receive text messages, take high quality photos and phone calls, as well as use a digital camera;
- Exhibits a commitment to highest standards of quality and excellence in the commitment to customer satisfaction and team relationships;
- Ethical, moral, positive, respectful, and motivated attitude with the ability to express, receive and understand verbal and written communications and instructions, and demonstrates sound judgment and professionalism when at work, on job sites, and around customers;
- Ability to work with a diverse workforce and customers;

Job Requirements and Duties

- Flexible schedule to accommodate workload and customers' schedules to meet at night and on weekends;
- Use a vehicle to travel to sales appointments, municipalities, project sites, and office;
- Provide customers product demonstrations and educate customers about terminology, features, and benefits;
- Negotiate and close sales, as well as, consistently retain leads;
- Provide customers with Pool Studio designs for new concrete pools and San Juan Fiberglass pools, as well as, remodeling designs;
- Bid new swimming pools and remodel projects accurately to ensure profits;
- Know the appropriate municipality's codes and requirements for swimming pool construction and swimming pool remodeling;

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Job Requirements and Duties, continued...

- Work independently and as a team to communicate effectively with stakeholders to complete projects within expected deadlines, including but not limited to, the communication of intricate details of each project to the appropriate team members, informing customers phase start dates, etc.;
- Effectively manage time and calendars to successfully manage projects from initiation to completion phases;
- Complete project permitting process;
- Collect appropriate draws for each project phase from customer at the time the phase is initiated;
- Manage social media accounts on a daily basis to generate leads;
- Use computer software such as Microsoft Word and Excel, Adobe PDF, and social media platforms.
- Use a camera to photograph each project phase;
- Motivated to complete all associated job tasks without instructions;
- Complete other duties and responsibilities assigned by the owner, supervisors, and/or designees.

Accurate Pool Plastering, Inc. is an equal opportunity employer. By signing this job description you acknowledge that you understand the requirements for this position and your ability to perform such requirements and skills. As well as, agree to a __% commission on each total contract price that will be paid in disbursements as described in the Job Description above.

Employee Signature

Date