



Residential Account Executive

The chosen candidate for this role will collaborate closely with the Customer Operations Supervisor and the Director of Sales and Marketing. This individual will be tasked with overseeing the sales and marketing efforts for all Syntrio residential products and services within designated campaign areas and target markets. Additionally, they will be expected to engage in networking and sales activities at company-sponsored events and provide support in retail operations as necessary.

Key Responsibilities

- Interact face-to-face with potential customers via door-to-door to showcase and offer Syntrio's innovative products and services.
- Distribute informative and sales materials door-to-door to target communities.
- Develop and deliver a compelling sales pitch during door-to-door visits to convey the benefits of our products and services.
- Respond and handle customer complaints, concerns, and questions throughout the construction process.
- Act as a trusted community advocate for potential and existing customers.
- Complete all necessary paperwork, contracts, and sales agreements for each new sale.
- Monitor and maintain detailed records of sales activities and customer interactions through comprehensive spreadsheets and reports.
- Work with developers, apartment building, and other communities to achieve customer penetration levels in assigned areas.
- Seek out new community prospect projects and opportunities.
- Travel within sales territory to meet prospects and customers.
- Attend and represent Syntrio at community and Syntrio-hosted events (during and after hours).
- Other duties as assigned.

Requirements

- Excellent verbal and written communication skills.
- Positive attitude and customer oriented.
- Possess good organizational skills.
- Must be goal driven and able to determine priorities.
- Able to produce based on companies' objectives and goals.
- Must be self-motivated and work well independently.
- Creativity to work with the Marketing Department on creation of needed materials to support marketing plans.
- Must be forward thinking and able to anticipate and prepare for growth in every aspect of job.
- Ability to thrive in a fast paced and changing environment.
- Valid driver's license

7110 US Hwy 287 E.
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Experience

- 2-year sales experience in direct sales (preferred)



- Previous experience in customer service is a plus