

## Inside & Outside Sales Representative

REDNOSE Holiday Lights & Décor is New England's premium holiday lighting and décor company. Our team of professionals does a lot more than put up Christmas lights, we sell dreams! As a company that's dedicated to enhancing the appearance of our client's homes and businesses, we're proud to custom design their holiday lighting and décor needs from tailoring the design and installation to their exact specifications, to taking down decorations and the end of the season, including storing in our climate controlled warehouse. We create beautiful outdoor experiences for people to gather, connect, and enjoy together!

Join an expanding team of growth-minded individuals who truly appreciate and recognize you for all that you contribute while having the opportunity to advance professionally and personally with REDNOSE.

We stand by and celebrate our core values in everything we do:

- Do what's right. Make Mama Proud.
- Level Up. Continuous learning, improving, and growing.
- Deliver WOW. For our clients, our community, and each other.
- Work Hard & Have Fun. Work your plan and enjoy the journey.

Learn more about our culture and our services at [www.rednosedécor.com](http://www.rednosedécor.com).

### Role Description

Do you get a thrill from making the sale after helping people? Can you communicate a vivid picture? Are you competitive? Do you want to work for a company that appreciates you and offers unlimited growth opportunities? Do you have proven experience in growing sales through developing relationships and needs based selling?

REDNOSE Holiday Lights & Décor is New England's premium holiday lighting and décor company. From over 500 installs in 2022 to over 850 installs this year, we are looking to expand our team with individuals who are excited to grow with our company. Our fast growth is proof of our commitment to the development of each of our teammates; helping them reach their professional and personal goals. With a focus on residential and commercial sales, we target homeowners, property and facility managers, municipalities, mixed-use, and hospitality.

We are looking for a team member who is an energetic, hardworking individual with a positive and self-starting attitude to fill our inside and outside sales position. This role will require allocating part of your time to lead generation and the remainder of your time building upon our company generated lead list. With a 77% renewal rate (plenty of residual income) this role will also include sustaining relationships with our current commercial and residential customer base. This is a full-time position.

### Role Responsibilities

- Maintain relationships with existing customers as well as develop sales from company generated leads.

- October through January will be high demand and fast-paced working to secure new and renewal residential contracts and last minute commercial contracts.
- February through September will be dedicated to prospecting, nurturing, and developing relationships with commercial clients.
- Maintain a strong working knowledge of REDNOSE services.
- Actively seek and participate in business development and networking opportunities.
- Represent REDNOSE at conferences, trade shows, and other events to promote sales.
- You'll be provided the training you need to become an expert, but you've got to have the drive to succeed.
- Need to be able to maintain contacts and information within our CRM system.

### Experience

- MUST: 3+ years of experience selling in a service-based environment
- MUST: Experience working with and selling to commercial property managers, facility managers, municipalities, and hospitality
- MUST: Detail oriented with excellent customer service, written, and verbal communication skills
- MUST: Self-starter with a proven ability to work both independently and as a team
- MUST: Ability to maintain confidentiality of sensitive documents and information
- MUST: Have a valid driver's license and the ability to drive for client meetings and events
- MUST: Excellent customer service and interpersonal skills
- PLUS: Home service sales experience a plus
- PLUS: Telesales experience

### Ideal Candidate

- Has strong verbal and written communication skills
- High level of organizational skills
- Has a positive attitude, and a willingness to do whatever it takes to be successful
- Solutions oriented and able to prioritize time
- Ability and willingness to learn, grow, and improve
- Is creative and open minded

### Team Member Benefits

- Competitive Compensation Package Includes Base + Uncapped Commission
- Opportunity for Bonuses
- Health/Dental Insurance
- Long Term Disability Insurance
- PTO and Paid Holidays
- Continuous opportunities for professional growth and advancement
- Compensation
  - Year 1: \$100,000-\$150,000 (base+commission)
  - Year 2: \$150,000-\$200,000 (base+commission)



## About SEAL-A-DECK

SEAL-A-DECK is a 20-year “young” organization comprised of two additional divisions: REDNOSE Holiday Lights & Décor, and ColorCraft Painters. We have been recognized by our community as a trusted, certified, and reliable company, winning Best of the North Shore for four consecutive years.

SEAL-A-DECK was founded by Michael Kaloutas in 2003. As the son of a master painter, Michael spent his childhood immersed in paints, brushes, and canvases. He was raised to have an appreciation and respect for craft, design, and aesthetics. Combined with his natural drive and passion for creating beautiful spaces, he was inspired to become an entrepreneur. He still works closely with the team to guarantee success.

Our mission is simple. We strive to create beautiful spaces for our customers to gather, connect, and enjoy life's moments. Do what's right, level up, deliver wow, work hard, and have fun. We maintain what we build and guarantee results. When it comes to improving, maintaining, and protecting your spaces, we will consistently exceed our client's expectations.

Our service area includes Boston, its surrounding MetroWest, North Shore, and South Shore communities, Cape Cod and the Islands, Southern New Hampshire, and Rhode Island.

