



Highmark Home Services is looking to add an **In-Home Sales Representative** to our growing team. The In-Home Sales Representative position specializes in home services remodel sales. The primary role is to identify, pursue, and secure new business opportunities in the home services sector. This position is responsible for creating and nurturing client relationships, understanding their needs, and presenting tailored remodeling solutions. This role demands a proactive approach to generating leads, managing the sales process, and achieving revenue targets.

Pay: Starting at \$55K + Commission

Responsibilities:

- Market Research and Analysis
- Lead Generation and Client Acquisition
- Sales Strategy Development
- Proposal and Bid Preparation
- Client Relationship Management
- Collaboration and Coordination
- Performance Tracking and Reporting

What Highmark Companies offers to you:

- Competitive Base Salary
- Company Vehicle + Fuel Card
- Health Insurance- Company pays 100% of employee premium
- Health Savings Account
- Dental
- Vision
- 401K + Company Matching
- Paid Holidays
- Responsible Paid Time Off Policy (flexibility to take time off to balance life outside of work)
- Profit Sharing
- Paid Employee Referral Program
- Great culture and team dynamic

Highmark Companies has been named as one of the Top 200 Workplaces in Minnesota by the Star Tribune in 2022 & 2023! Top Workplaces recognizes the most progressive companies in Minnesota based on employee opinions measuring engagement, organizational health, and satisfaction. The analysis included responses from over 79,000 employees at Minnesota public, private and nonprofit organizations. We couldn't have gotten this amazing honor without our employees. **Come see what it's like to be a part of a Top Workplace!**





Qualifications:

- Background in Sales, Business Administration, Marketing, Construction Management, or a related field (preferred).
- Proven experience in sales, business development, or marketing within the home services remodeling or construction industry.
- Strong knowledge of home services remodeling methods, materials, and industry standards.
- Demonstrated success in developing and executing sales strategies and securing new business.
- Excellent communication and interpersonal skills.
- Ability to build and maintain strong client relationships.
- Proficiency in using CRM software and other sales tools.
- Strong analytical and strategic thinking abilities.
- Ability to work under pressure and meet deadlines.
- Strong organizational and time management skills.
- Attention to detail and a commitment to quality.
- Proficiency in Microsoft Office Suite.
- Ability to motivate and lead sales efforts effectively.
- Knowledge of marketing principles and sales techniques.
- Valid driver's license and good driving record and ability to pass an MVR screening.
- Must pass a background check.
- Valid DOT Medical Card or the ability to obtain DOT Medical Card.