**Restoration Sales Consultant**

Due to extraordinary growth, PCS Residential is looking for Sales Consultants to join our team. A successful candidate will be a high energy, dynamic and motivated individual. If you are an “A” player that takes pride in building relationships as a sales leader and want to work for the best in the exterior restoration business, we would love to hear from you. ***This is truly a unique sales opportunity with significant earning potential.***

* Uncapped monthly commissions and contingent pay
* Bonus, Incentives, Awards
* Auto Allowance available
* Full benefit package available
* 3 weeks (15 days) PTO annually

**About PCS Residential:**

PCS Residential, an industry-leading exterior restoration company, has been in business for over 18 years and has experienced dramatic growth over the last several years. We are headquartered in Eagan, MN with a second office in Denver, CO. We are Certified Platinum Elite Pella Contractors, GAF Master Elite Roofing Contractors, and members of Builders Association in our markets.

**Primary Objectives:**

The primary objective of the Restoration Consultant (RC) is to generate revenue in alignment with PCS Residential’s sales culture and goals. This involves securing signed contingency agreements for insurance claims and signed work-order contracts for exterior restoration projects. The RC guides clients through the insurance claims process, ensuring accurate documentation and maximizing approval chances. They also provide exceptional customer service, assess damage, and build long-term client relationships.

**Primary Responsibilities:**

**Client Management:**

* Contact customers via door knocking, phone calls, text messages, and other means applicable to obtain contact or property inspections with customers
* Perform property inspections to confirm storm damage and efficiently educate homeowners on PCS solutions/offerings
* Obtain all job documents needed to process jobs from customers or third parties
* Confirm all final selection and completed work order signing accurately with customer
* Update/maintain contracts and other pertinent documentation and information in the CRM through the life of the job

**Sales and Revenue Generation:**

* Effectively work company-assigned territories and leads with an extremely high conversion rate from lead to contract
* Document all origination and sales efforts within the company-provided CRM and other technology provided by the company

**Project Management:**

* To complete all job documents accurately so the company can efficiently process job orders
* To follow company SOPs for efficient job/file flow
* Coordinate and attend insurance adjustments
* Communicate leads and job progress to Sales Manager, Claims and Estimating Department, and Production Department on a timely and regular basis

**Essential Duties:**

* Identifying Hail Damage: Inspecting homes to locate and assess hail damage, ensuring thorough evaluations for insurance claims.
* Contingency Contracts & Insurance Claims: Securing signed contingency agreements from homeowners and efficiently filing insurance claims to initiate the restoration process.
* Collaborating with Insurance Adjusters: Meeting with insurance adjusters to inspect the property, discuss damage, and secure approval for coverage.
* Scoping & Documenting Property Details: Conducting detailed assessments of the property, including measuring and documenting building materials and components for accurate claims and estimates.
* Explaining Insurance Settlements: Reviewing and explaining the insurance settlement process with homeowners, ensuring they understand their coverage and the next steps.
* Sales Strategy & Product Selection: Developing strategies, estimating, presenting, and selling restoration solutions, including selecting appropriate replacement products.
* Job File Completion & Administrative Requirements: Ensuring all job files are completed, meeting necessary administrative requirements for seamless submission and processing.
* Customer Communication & Project Oversight: Maintaining ongoing communication with the customer throughout the entire process, overseeing project completion, and ensuring timely release and collection of final payments

**Required Knowledge and Experience:**

|  |  |  |
| --- | --- | --- |
| * Hail Damage Recognition * Exterior Building Components * Manufacturers, Product Lines * Claims Adjusting Process |  | * Basic Home Construction * Building Product Materials * Sales Influence/Negotiation * Insurance Policy, Coverage |

**Required Skills and Duties:**

|  |  |  |
| --- | --- | --- |
| * Scouting/Canvasing * Damage Inspections * Rough Measures * Signing Contingents * Proficient in computer applications |  | * Soliciting Prospects * Scoping Properties * Photo Reports * Excellent verbal and written communication |

**Physical Requirements/Work Environment**

|  |
| --- |
| * Ability to sit at a desk for extended periods of time. * Ability to stand or walk for extended periods on occasion. * Valid driver’s license and insured “professional” vehicle. * Spend hours driving in a regional area determined by project location. * Be able to safely use an extension ladder for site inspections. * Smart Phone or device to capture digital photos. * Vision and hearing for computer and phone use. * Dexterity for keyboard and mouse use. * Ability to lift a minimum of 30 lbs.   Reasonable accommodation is available to enable individuals with disabilities to perform the essential functions. Work hours may extend beyond standard office hours, including evenings, holidays, and occasional weekends, depending on business requirements. The schedule is flexible and subject to change as needed. |

**Benefits**:

401(k)

401(k) matching

Dental insurance

Health insurance

Health savings account

Vision insurance

Life insurance

Disability insurance

Paid time off

Parental leave

Employee assistance program

Professional development assistance

Referral program

Tuition reimbursement

**Compensation Package:**

Commission pay

Uncapped commission

Contingent Draw

Bonus opportunities