



EMPLOYMENT OPPORTUNITY

SALES EXECUTIVE - MAY TO SEPTEMBER

COMPANY DESCRIPTION

OneCedar is a company that specializes primarily in window cleaning. Day-to-day operations consist of residential exterior and interior window cleaning services. OneCedar differentiates itself through three main competitive advantages. Firstly, we are a 100% student run business, consisting of employees currently enrolled in post-secondary educational institutions. Our customer's value this, as the funds they pay will help put our student employees through college or university. Secondly, the quality of our services far surpasses our competitors. Our labourers are put through rigorous and strict training procedures to ensure they are using the correct window cleaning techniques to maximize service quality. Thirdly, restoring and raising awareness about the environment is deeply embedded in our business plan, which our clients value. **For each client our company serves, one tree is planted in support of the Durham Region 5 Million Trees Program.**

JOB DESCRIPTION

You will be responsible for going door-to-door to proactively sell window cleaning services to residential customers. This role requires a person to be highly motivated, enjoy selling, and be up for a challenge. You'll have a recommended territory, be given leads, and then asked to visit 30 - 50 customer locations per day. This job isn't easy but the financial rewards are tremendous. Sales training will be provided to give you the tools you need to be successful.

REQUIREMENTS

- Must currently be enrolled in a post-secondary educational institution
- Driver's license (G2 or G) and vehicle
- Strong time management and communication skills

JOB RESPONSIBILITIES

- Keep detailed records of sales activity
- Prepare and execute sales applications
- Visit 30-50 potential customers each day to sell them window cleaning services
- Maintain professional internal and external relationships that meet company core values
- Learn and maintain a complete understanding of pricing models
- Maximize all opportunities in the process of closing a sale, resulting in the acquisition of market share from larger competitors
- Adhere to all company policies, procedures, business ethic codes, and ensure that they are communicated.

Please email resumes to office@onecedar.ca

We would like to thank all applicants, however, only those selected for an interview will be contacted.