



NOW HIRING: Full-Time Residential Sales

Four Seasons Exterminating aims to deliver exceptional service and as we grow rapidly in 21 central and northern Michigan counties. Our company offers our employees a rewarding full-time, career path offering various training programs, benefits, and incentives. This is a Full Time Residential Sales Position with a generous salary and benefits package, with commission

The Ideal Candidate For the position is someone with a sales or marketing certification or associates, is self-motivated, creative, does not hard sell, and offers solutions.

Understand we offer a service that either makes sense or doesn't!

You must be willing to pick up the phone and call! Type proficiently, and send emails!

Utilize our text messaging system.

Stay organized, follow up on prospects or potential leads, and avoid letting opportunities slip.

Communicate with the COO and the Technicians reporting your leads and helping close the pest control agreement!

Most importantly, Following up with them after their service!

We're searching for resilient individuals who thrive on personal growth, handle rejection well, and can be told no!

You must have thick skin, be unafraid to approach potential customers in person and know what you are talking about, so learning is critical. This role requires frequent travel, long hours, and the ability to bounce back from rejection.

The schedule varies daily based on the pipeline and time of year. This is a Full-time position!

Benefits | Incentives

Base Salary and Commission, Bonuses

- Bonuses for meeting team and individual goals
- Sales incentives
- Opportunities for salary growth and promotion
- Biweekly pay
- 401(k) match
- Holiday and vacation pay
- Health Reimbursement Account
- Company-owned vehicle and phone provide for work use
- Paid training and Testing

Rate of Pay

A Residential Service representative will be provided with a base salary, and a current customer commission-based incentive, and generous commission package for new commercial customers.

There will be territories and areas that will be delegated to you. In the beginning, you must follow and stay within, you will be expected to meet quotas monthly and quarterly

Your potential for income is exponential with a base salary based on your level of experience and competitive commission

RESPONSIBILITIES

Pest Control Residential Sales Representatives! In this position, you will be responsible for the following, but not limited to. Completing our company's boarding training, including learning our

current software systems and training for and completing the state 7A certification in the first 90 days!

- ~~Must be a Team Player as Team Goals will be a critical component of your commission~~

Work Location:

Office in Lakeview, Michigan, Meeting at Hybrid Locations in Big Rapids, and Checking in Remotely

As a Residential Sales Rep, you will find new customers, use our unique marketing software pipeline system, follow up on lead referrals, and generate your own. You will have an exponential amount of residential accounts that you can utilize. However, it is essential for you to create leads, leverage referrals, work, and build your pipeline using our state-of-the-art software that will help excel in expanding our customer base into new territories and targeted areas.

Willing to travel within a Geographic Area:

Our company seeks hardworking individuals who genuinely enjoy serving others and can demonstrate qualities such as a strong work ethic, entrepreneurial spirit, thinking on their feet, holding themselves accountable, having sales experience, cold calls, and working a pipeline.

- You must be willing to follow up and go out into the field.
- Ability to drive long distances, if necessary, to work specific areas we are targeting.

REQUIREMENTS

- Required to pass the state certification 7A within 90 days of start.
- Pass a background check. (No criminal record.)
- Pass a Drug Test
- Good Driving Record

- Sales Experience of three years
- Customer Service Experience three years
- Ability to pass a basic technology Test
- Ability to pass a basic academic and math Test
- You must be 18 years or older to apply

Apply Online: [Link](#)

If you embody these above qualities and are committed to excellent performance, are able always to show up, dress to impress, are dedicated to learning a new field in pest control, and have the confidence to speak and approach Then Four Seasons Exterminating encourages you to apply!

Apply online by downloading our application and
Emailing your application to Ed@[fourseasonsext.tech](mailto:Ed@fourseasonsext.tech)

EDW 2/1/24