



Job Title: Commission Canvasser/Door-to-Door Appointment Setter

Start Date: December 1, 2023 Pay -100% Commission Role Target \$42,000-\$79,000

Job Description: We are seeking a motivated and outgoing Commission Canvasser/Door-to-Door Appointment Setter to join our dynamic sales team specializing in home security, water softener, and solar panel systems. In this role, you will play a crucial part in identifying potential customers and setting appointments for our sales representatives. Your primary responsibilities include:

Canvassing Neighborhoods: Visit designated neighborhoods and areas to introduce our products and services to homeowners.

Engaging Prospective Customers: Approach homeowners, build rapport, and effectively communicate the benefits of home security, automation, water softener, and solar panel systems.

Qualifying Leads: Gather essential information from potential customers

Setting Appointments: Schedule and confirm appointments for our sales team

Maintaining Records: Maintain accurate records of interactions, leads generated, and appointments set using CRM software or other designated tools.

Meet Sales Targets: Work towards and achieve set targets for lead generation and appointment setting to contribute to the overall sales team's success.

Product Knowledge: Stay informed about the features, benefits, and pricing of our home security, automation, water softener, and solar panel systems to answer basic customer questions.

Team Collaboration: Collaborate closely with sales representatives to ensure seamless handover of qualified leads, providing them with essential background information.

Qualifications:

- Excellent communication and interpersonal skills.
- Self-motivated and driven to achieve and exceed targets.
- Ability to handle rejection and remain persistent in canvassing efforts.
- Strong organizational skills and attention to detail.
- Reliable transportation for neighborhood canvassing.
- Basic knowledge of home security, automation, water softener, and solar panel systems is a plus.

This is a commission-based role, and your income will be determined by the number of qualified appointments set. Join our team and play a vital role in connecting homeowners with solutions to enhance their homes and lifestyles. Please email your resume to Monica Saenz, msaenz@getapexsmart.com, Subject Line: Canvasser

