

Green Unlimited - Customer Service & Sales Representative

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Customer Service & Sales Representative - Work from Home

\$720.00 week + Commission, Full-time

Green Unlimited is one of Ottawa's premier lawn care companies and we are currently looking to add a few valued members to our Customer Service and Sales team!

Calling all experienced Sales Representatives. Are you someone that is people-oriented? Do you like giving great customer service? Green Unlimited wants to hear from you! We are looking for individuals that are patient, detail-oriented, self-motivated, and consistent with repetitive work. This is a remote position where you will be helping others both over the phone and via email.

We are offering a great opportunity to work from the comfort of your home with the added bonus of fun contests and in-person events. This is a sales position and we are looking for the right individuals to join our team; you must be comfortable calling clients and closing sales. We're willing to train the right person, so your previous experience isn't as important as your positive attitude and excellent work ethic. We offer a guaranteed base and an attractive bonus structure.

Perks of working with us:

- Work remotely - **Must be located within Ottawa or close by**
- Caring (virtual) and friendly work environment
- Competitive wages with bonus'
- A flexible work environment
- Opportunities to advance within – we are a growing company!

Duties and Responsibilities include:

- Working on current sales campaigns
- Reaching personal sales goals
- Sending and responding to emails
- Processing payments
- Following up on warm leads
- Contacting current clients
- Explaining basic services and procedures to clients
- Data entry
- Incoming calls

You should apply if you:

- Are optimistic and persistent; able to handle rejection
- Have a willingness to learn
- Are Self Disciplined
- Are service-oriented
- Have excellent computer skills
- Enjoy working both independently and as part of a team
- Are Self Motivated, Always "ON" and ready to go
- Have a caring attitude and are trustworthy
- Have amazing communication and listening skills
- Enjoy a fast pace environment and can multi task

We will provide you with:

- Full training on our software systems
- Training on our various lines of service
- Softphone

Some more information on this position and what we're looking for:

The focus of this position centers around opportunities for involvement with other people in supportive sales, stable, familiar, and comfortable environment. This job requires a high degree of patience along with a need for warm, friendly, and uncritical relations with others. This position relies on understanding the requirements of the task at hand and an ability to continue to do those (often repetitive) tasks on a continuing basis without becoming frustrated. Listening to others is important in this position, as is the ability to make others feel comfortable. A genuine interest in the well-being of others is equally important. People make the difference in this job and the ability to do a good job within certain time constraints, competitive pressure, and with a high level of precision is important.

Full Time Permanent opportunities available \$19.52/hr

Green Unlimited is Ottawa's largest independently owned lawn care company and we are currently looking to add a few valued Full-Time year round members to our Lawn Care Technician and Sales Team in Ottawa.

Our team members are people-oriented, helpful in nature, and care deeply about the quality of their work and their clients. They work independently and as a team to complete their assigned tasks with minimal supervision at a steady even pace following specific guidelines. Good communication skills and the use of the latest technologies are required to fulfill this role.

Daily responsibilities will be to fulfill assigned work orders for lawn fertilizing, weed and grub control among other similar tasks related to landscape maintenance. Dealing directly with existing clients, bringing in new clients, and answering questions is also part of this work. This is primarily an outdoor position. Candidates will be required to work in various types of weather including heat, rain, cold...whatever Mother Nature throws at us!

We are a fun company with Teamwork and Integrity as a centerpiece to our culture

No experience is necessary to start at the entry level of lawn Technician, you only need the right attitude and work ethic, along with meeting the criteria below.

What we offer:

- Uncapped Bonuses available based on production, sales and performance
- Benefits available after 3 months of employment
- Paid Training
- Uniforms and PPE provided
- Excellent work environment, Team-oriented and friendly
- The ability to work independently or as a team
- Career Advancements as we are a growing company

You should apply if you:

- Have a clean driving record, minimum G2 license required
- Care deeply about the quality of your work
- Able to follow instructions and established processes
- Customer-oriented – Empathy and Compassion are important to you
- Dependable, reliable, and punctual – Able to work longer hours when required
- Available for work Monday – Friday – the occasional Saturday
- Neat and professional in appearance
- Able to lift and carry 50 pounds and work in various outdoor weather conditions
- Strong interpersonal skills.
- Written and Spoken English - Clear and Concise
- Good computer skills – we are a Technology Driven Service Business.
- Able to manage time effectively and balance production goals

Duties and Responsibilities:

- Driving a pickup or van to various client's properties
- Completing assigned work orders each day by treating lawns and weeds
- Entering data into our mobile software noting onsite specific applications and observations
- Keeping assigned truck and equipment clean and cared for
- Educating Clients on how to best care for their lawn
- Recommending services to clients to improve the health of their turf