

JOB OVERVIEW			
JOB TITLE	Area Sales Surveyor		
JOB LOCATION	Various		
GENERAL DESCRIPTION	Garolla is the UK #1 garage door business. We're a dynamic digitally-led direct to consumer business, with a network of franchisees covering the whole UK. With over 130k doors installed and excellent ratings on Trustpilot, we're unlocking the next phase of our growth and have a space for a self-starting field-based sales professional to come help us build the future!		
DIVISION / DEPARTMENT	Franchising	Reports to:	Andy Gray
POSITION DETAILS			
DETAILED JOB DESCRIPTION	Your role is to: - Maximise sales conversion whilst delivering a worldclass consistent service every time. - Understand and demonstrate fantastic product knowledge and the key features and benefits of the Garolla product range. - Drive Average Sales Price by finding the perfect door based on customer needs. - Ensuring you are a Garolla brand ambassador whilst following key operational process and best practices, driving continuous improvement and growth. - Unlock self-generated growth opportunities through local on the ground initiatives - Exceed our customers' expectations by providing outstanding customer service and "the perfect survey experience" - Ensure we continue to grow our market share in a dedicated area of the United Kingdom. - Work with our installations teams to ensure a joined-up approach to the customer journey and ensure surveys are accurately carried out to company standards and guidelines. - Work with our Closing sales team to nurture every opportunity. The successful candidate will attend 25-30 surveys per week which will primarily be provided to you. This role includes completing the garage survey (measurements), providing a detailed quote, closing the sale, and working with our teams to nurture every opportunity. Full training will be provided but some trade background would be beneficial. <u>Provided:</u> - Full training including sales training - Salary, van, fuel, tools - Qualified lead flow - Upsell opportunities		
WORK EXPERIENCE REQUIREMENTS	• Proven first-class track record direct to consumer sales (at customers house), preferably in home improvements. • Driven and passionate self-starter. • Excellent problem-solving skills and attention to detail. • Great communication and customer service skills		

	- Valid driver's license - Passion to build and prove a new model. - Ability to travel daily (job is on the road).		
WE'LL PROVIDE	25 days holiday plus statutory bank holidays - Company pension - Employee assistance program - Monthly treat - Annual summer event Salary and package £25,000 base plus 4% commission £60,000 OTE.		
REVIEWED BY:	Sarah Jane Beckett	DATE:	16 th December 2024