

Outside Power Consultant Job Profile and Description

An **Outside Sales Representative's** job necessitates determining, generating and capturing the sales outside of GPS. The main task involves securing prospective new customers by telephone communication or by visiting. It is essential for the **Outside Power Consultant** to provide effectively the detailed information on various products, programs or services offered by GPS and ultimately delivering a benefit driven solution for our customers. Our Power Consultants play a key role at GPS as they are the point of contact with the existing market. The continued growth and success of GPS depends on their ability to determine and uncover customer needs – to solve customer problems – to communicate the right sales story – and, in general, to maintain the highest level of professionalism and integrity.

Duties and Responsibilities

- Scheduling appointments, meeting existing customers in order to review product requires, and to determine other opportunities.
- Effective planning to conduct sales presentations and site evaluations by contacting customers and prospects on a daily basis.
- Designing professional demonstrations or presentation of GPS products or services while on-site, by phone, written communication and any other means of communication
- Representing to prospects and customers up-to-date condition on pricing, service and latest product release launches.
- Generating and developing new business accounts in order to increase revenue, through cold calling.
- Continuously updating all customers on GPS product modifications, changes, and enhancements.
- Enhancing up to date knowledge on new products, procedures, services and tools by attending departmental and training meetings.
- Maintaining professionalism, diplomacy, sensitivity, and tact to portray GPS in a positive manner.
- Effectively attending conferences and trade shows.
- Using marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools.
- Organizing joint sale calls and attending them with vendors.

- Preparing reports for sales and marketing and maintaining expense accounts.
- Performing updating and maintenance of accounts of customer including contact names and numbers for future sales
- Providing product quotes to customers within a 24 hour time frame of the site inspection.
- Ensuring follow-up with leads and contacts to maintain a consistent close rate
- Once a contract is signed with a customer, the Power Consultant will act as a job superintendent including but not limited to acquiring permits, one line drawings, coordination with plumbing contractor, coordination with gas supplier and any other action required to assure our customer of complete satisfaction
- Power consultant shall always wear GPS branded shirts and a lanyard with photo and GPS logo when visiting a prospect or customer site.

Skills and Specifications

- Capable of preserving confidential or sensitive information.
- Effective time management, organization and multi-tasking skills.
- Special people skills to deal with customers and an outbound personality.
- Able prospect non-member accounts.
- Able to upgrade and deal major businesses.
- Very strong communication skills in writing and verbal.
- Very good team player and should work well under pressure.
- Able to foster the member relation values.
- Proficient in Microsoft Word, Excel, Outlook.
- Proven forecasting and customer service skills.
- Respect of all team players within GPS

Education and Training

- Required Generac Sales Classes taken online
- Required Reading *Integrity Selling for the 21st Century* and *Integrity Service*
- Required knowledge and use of GPS database
- Generator training schools at the request of GPS
- Required install training with GPS crews
- Required site evaluation training with current GPS Power Consultants
- Required NEC load calculation and appropriately sizing of generators

Contact:

Yvonne Fish

Yvonne@fishelectric.com