



Mesa Moving and Storage (Salt Lake City Branch) is looking for Dynamic Residential Sales Professionals

Mesa Moving and Storage, a leading agent for United Van Lines, is looking for a professional who thrives in a fast-paced team environment and has a background in sales and customer service. The ideal candidate will preferably have experience in one or more of the following; relocation services, direct-to-consumer goods, real estate/related services, or selling other best-in-class products.

This position serves in an outside sales environment, via in-residence surveying, consulting, and closing on interstate and local moving projects. This role will also receive inbound calls and make outbound calls to consult with potential clients with the goal of converting leads to customers and be responsible for establishing and maintaining a positive liaison between customers and various internal departments to ensure a smooth relocation experience that meets – and ideally exceeds - customer expectations. In addition, this position will ensure that best practice policies, processes and procedures for our moving and storage services are in place at all times with the customer.

The ideal person will be goal-oriented, self-motivated, well organized with great attention to detail and time management and have exceptional face-to-face communication and phone skills. Initiative, open-mindedness, friendliness, and an interest in learning and being the best are also desirable.

Primary Responsibilities Include:

- Preparing accurate, profitable and complete local, intrastate and interstate moving and storage estimates for residential customers based on their needs
- Attend qualified appointments set by our marketing team to present merchant solutions for Relocation services. Generate estimates and quotes
- Networking and marketing company services, especially with real estate and property management professionals
- Prospecting, establishing, and maintaining relationships with customers to create opportunities for future and sustainable business
- Completing the sales process software program in an accurate and timely manner documenting tasks completed and all customer communications and expectations as well as any special packing and delivery instructions
- Following through on commitments
- Performing follow-ups on pending estimates
- Providing ongoing customer communication as appropriate
- Maintaining open and clear interoffice communication with the sales, customer service, operations and finance teams
- Problem solving and Performing other related duties as assigned or requested

Qualifications:

- 5+ years of direct sales experience and record of achieving sales targets
- Exceptional customer service and relationship building skills
- Ability to communicate on phone and in person, and build relationship and trust with customer
- Strong organizational & prioritization skills
- Goal oriented, accountable and detail oriented- ability to close sales and achieve quarterly quotas
- Credibility, high integrity and professionalism
- Proficient with Microsoft Office and comfortable with technology in general
- Bachelor's degree preferred

If you are interested in applying, please complete a submit your resume to mesahr@mesamoving.com for consideration.

Mesa is committed to providing opportunities to current employees and encourages interested employees to apply. EOE.

Interested? Apply Now!