



Service Sales Representative

ESSCO, Clapham Court, Wildey, St Michael, Barbados Tel: 537-0790

Electric Sales & Service Ltd. (ESSCO) the leading air-conditioning, appliance, elevator and tools company in Barbados, is seeking suitable applicants for the following position:

Service Sales Representative

In the position of Service Sales Representative, you will be expected to estimate, negotiate and sell service and maintenance contracts at required levels. Retain current maintenance agreements at required levels through good customer service. Provide technical and support information as well as basic consultation to customers. Seek out opportunities for new products or services which the company may be willing to offer and assist Management in developing any such opportunities. Introduce potential or existing customers to all our products and services and to refer customers to our other sales staff for non-service contract sales.

Position Requirements

1. Be able to assess customers' needs and deliver appropriate solutions.
2. Possess excellent communication and consultative sales skills, as well as the ability to problem solve.
3. Ability to persuade and influence others.
4. Ability to develop and deliver presentations.
5. Ability to create, compose and edit written materials.
6. Maintain high-quality customer service and care.
7. Must possess own transportation and a valid vehicle license.
8. Possess a valid passport.
9. Must be at least 25 years of age.

Skills & Qualifications

1. Prior sales experience with a proven track record is required.
2. Candidates should be computer literate with significant competence in the use of Excel, Word and PowerPoint programs.
3. BSc. Degree or Associate Degree in Marketing or Business Management would be an asset.

Company Perks

- Attractive Salary
- Monthly Commission
- Staff Benefits Package
- Gas Allowance,
- Company Cell Phone
- Staff Discounts

Applications should be sent to hr@electricsales.com on or before **November 26, 2024**. Only suitable applications will be acknowledged.