Issue #26: "Million-Dollar Tips for Hiring Superstars" Recruiting Sample

## "Game Changing \$350 Million Home Improvement Retail Network Seeks Passionate Roll-Up-Your-Sleeves Salesperson With Extraordinary Entrepreneurial Sales Drive"

Bath Fitter is on a mission to make bathroom renovation painless and affordable. Our crusade is to innovate entrepreneurs on friendly home improvement businesses globally, eliminating wasted labor, materials and redundant investments. This is no longer selling bathtubs. We seek a driven sales superstar with a consistent, award-winning, no-excuse attitude, who will join our top 20% and make over \$100,000. Our future 6-figure sales star has a track record of selling unique solutions that others didn't have the work ethic or access to make happen.

Imagine the opportunity. Growth track record. From humble beginnings in a garage, Bath Fitter today has market dominant leadership in 200 retail locations and 350 million annualized retail networks volume. With plans for 100 more locations and cracking a billion dollars in 5 years.

If you get this job, you could be a person that could own one of these stores.

## Merit-based compensation:

Our company has a best-in-class compensation plan. It's based on commission, and you earn what you sell. We'll personally support you with 40 scheduled appointments a month. An average closing rate will make \$75,000 annual income, and a great one will approach 6 figures. Your ability to generate referrals and work our programs, unlike our top 20%, will bring in income exceeding \$120,000.

The Bath Fitter sales position is a 6-figure opportunity that's not right for everyone.

We work hard. We work late. We work often. You must be willing to conduct 5:00 and 7:00 evening appointments, 5 days a week, every week, Monday-Friday in the home. Additional appointments will be generated during the day if you'd like to maximize your earning opportunity.

Your primary responsibility is to acquire and delight our clients. A great candidate must be able to manage their time, maximize 10 corporate leads, and long-term you must generate 5 additionally self-generated leads through referrals and other devices we equip you with.

An ideal candidate for this job will love home improvement, have common sense, mechanical aptitude, and love to sell for a firm that's best in its class.

This is a roll-up-your-sleeves position. You must be responsible for creating and executing your sales plan. You will be a revenue generator for a high growth enterprise that doesn't accept excuses and reasons, ever. We're fast paced, have high expectations, and a tremendous share the rich pay for performance meritocracy.

## **Qualifications:**

- ⇒ A minimum of 5 years of award-winning sales experience
- ⇒ A passion for home improvement
- ⇒ A willingness to work evenings
- ⇒ Willingness to follow our lead generation program
- ⇒ Must work in high pressure, fast growth experience
- ⇒ Reputation and proof of the high integrity top performer
- ⇒ Demonstrated W-2s for income at least at \$60,000
- ⇒ 4 references that will verify that you've been an award-winning producer, are motivated, are a great leader, and work at least 50 hours a week.