



Commercial Sales

OUTLINE for Commercial Sales:

Sales professionals who target commercial markets to promote moving and storage services throughout the Washington, DC Metropolitan area. Sales consultants are also provided company leads to perform written estimates and scopes of service to companies requiring relocation and/or storage services.

This position is responsible for building relationships that generate business and referrals. Developing and promoting yourself and the company with business owners, facility managers, economic developers, decision-makers and other revenue generators for moving opportunities and relationships. Entry-level sales incentive includes base rate plus commission - no limits on what you can earn.

QUALIFICATIONS for Commercial Sales:

- Professionals who are self-motivated with the ability to produce.
- The ability to prospect new clients and lines of business.
- Prior sales experience is desired, training is available.
- Ability to convert prospects into clients.
- Strong work ethic.
- Good communication and presentation skills.
- High school diploma or equivalent.
- Must be motivated to be a consistent and successful sales professional.
- Must be respectful, honest and disciplined.
- Must successfully pass a criminal background investigation and pre-employment drug test.

DUTIES AND RESPONSIBILITIES for Commercial Sales:

- Identify, develop and implement focused strategies to obtain an audience of decision-makers to present our services and capabilities.
- Performs accurate estimates, submits RFP's and outlines scopes of service to prospective customers who need moving and storage services.
- Adheres to company pricing guidelines and standards.
- Responsible for advancing company through proper business development and networking disciplines.
- Meets, or beats performance standards and objectives.
- Follows up consistently with all prospects until decisions are made.
- Submits paperwork in a complete and timely manner to assigned Sales Coordinator.
- Remains in contact with customers to help support service needs, answer questions, or resolve issues throughout the relocation process.



Able Moving & Storage is a highly respected moving and storage firm located in Northern Virginia. Founded in 1987, Able Moving & Storage is a family owned company, and one of the largest independent moving companies in the Washington Metropolitan Area.

Able's dedicated leadership and employees consistently work to provide the best, most professional, responsive, and safe relocation services available to corporate, government, residential, and commercial clients on the move. In the role of client advocate, Able Moving & Storage brings extensive management, planning, and operations experience in performing the necessary solutions for your firm's relocation needs. Able performs requirements under various contracts with large corporations as well as with the U.S. Government. We are familiar with all requirements necessary to ensure the safe, secure, and efficient packing, transportation, unpacking, and storage for domestic and international relocations.

Professional services provided from Able Moving & Storage, Inc. include:

- Household Relocations
- Office and Industrial Moving and Relocation
- Containerized Storage, Receiving & Distribution Services
- Commercial/Office Relocation

Required experience:

- 1 year of sales experience preferred, but not required. Will train motivated people that possess an acumen for sales.

Required education:

- High school or equivalent