

Overview

Sunset Memorial Park

Serving Families Since 1929



Give yourself a raise in 2019! Join our team of sales professionals who love what they do and earn an income of 80k+ (YES, REALLY!). Consider the limitless opportunity of providing a service everyone will need – yet few offer. Our services sell themselves - all you need to bring is integrity, drive, and desire.

Ranked one of Selling Power's **Top 50 Companies to Sell For**, we offer our sales professionals an excellent compensation & benefits package, sales incentives & bonuses, training, and all the advancement opportunities you're game for.

We are seeking a Licensed Funeral Director for Sunset Memorial Park in N. Olmsted, OH. This position will be responsible for generating preneed sales for locations in assigned market area by meeting with potential clients and hosting community events. The successful candidate will have professional communication skills, public speaking skills and commissioned sales experience is a plus, however, sales experience is not necessary.

Responsibilities

- Actively builds relationships in the community to educate and guide families in their preplanning decisions
- Excels in his/her ability to set an appointment, give a preplanning guide presentation, and product presentation
- Provides professional park tours of each location within their area
- Actively tracks all sales activity and ratios to measure areas of strength and areas that need improvement
- Uses CRM to track all contacts and ensure professional follow-up
- Contacts new and existing customers to discuss how specific products or services can meet their needs
- Prospects daily using multiple methods including cold calling, door knocking, mailers, seminars, and outside events
- Provides world class customer service, a positive attitude, and a willingness to do "Whatever it takes"
- Keeps current in areas as they relate to our profession (veteran's benefits, social security benefits, end of life decisions, etc)
- Completes paperwork neatly and accurately, including all specific requirements for contract processing
- Answer inquiries about products and services for pre-need planning
- Explain all options of preneed property, merchandise and services to families
- Ensure all federal, state and local regulations related to the funeral industry are followed

Qualifications

- Current license or certification if required by state regulations
- 1+ years of funeral industry experience a plus
- Demonstrate knowledge of products and services or show ability to learn products and services
- Strong ability to earn trust and use consultative selling techniques
- Ability to meet sales goals
- Experience handling sensitive situations in a professional manner
- Knowledge of current federal, state and local regulations related to the funeral industry
- Valid driver's license

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