

OFFICE POSITION — FULL-TIME

Telemarketing Sales Representative

\$22.00 – \$23.00/hour + commission

Full-Time

In-Person

2 Yrs Experience Required

We are seeking a motivated, energetic, and results-driven Telemarketing Sales Representative to join our lawn care team, growing our customer base through outbound calls that promote services and close new business.

What You'll Do

- Make outbound calls to prospective and existing customers using assigned call lists, leads, and CRM systems
- Promote lawn care services, including fertilization, aeration and overseeding, pest control, and mosquito control
- Identify customer needs and recommend appropriate services by communicating options, pricing, and benefits
- Generate sales opportunities, overcome objections, and close new business professionally
- Follow up with leads, quotes, inquiries, and previous customer interactions
- Meet or exceed established daily, weekly, and monthly sales goals
- Accurately document customer information, sales activity, and follow-up actions in the CRM system

What We're Looking For

- Previous telemarketing, inside sales, customer service, or call center experience required; lawn care or home services experience is a plus
- Strong verbal communication, active listening, and a professional, friendly telephone presence
- Ability to handle objections, overcome rejection, and stay motivated toward sales goals
- Strong organizational skills and attention to detail
- Basic computer skills and ability to learn CRM and business software
- Minimum of two (2) years of sales, telemarketing, or call center experience required
- High school diploma or equivalent preferred

Schedule

- Monday – Friday, 8:00 AM to 5:00 PM, occasional Saturdays during peak season or when required by workload

COMPENSATION & BENEFITS

- ✓ \$22–\$23/hr + commission
- ✓ 401(k) up to 4% match
- ✓ Employer-paid short/long-term disability
- ✓ Referral program
- ✓ Health, dental & vision (50% employer-paid)
- ✓ \$50,000 employer-paid life insurance
- ✓ Employee discount
- ✓ 5 paid holidays + 2 wks PTO (Dec.)

Ready to join the team?

Visit HeartlandLawns.com/careers to submit your application, or call us at 402-492-8800. We'd love to hear from you.