

Sales & Marketing Representative

Join Home Instead: Where Your Sales Talent Meets Purpose and Growth

We're on the lookout for an ambitious and dedicated Outside Sales Representative to join our dynamic team in Hendricks County. This isn't just a job; it's a chance to make a meaningful impact in the lives of seniors, achieving professional growth and success in a nurturing environment.

About Your New Role

As an Outside Sales Representative at Home Instead, you will be instrumental in driving our service expansion within your assigned territory-Hendricks County/West Marion County. Your main goal is to generate revenue through engaging in outside sales and securing contracts for our services.

Your role will require you to spend more than half of your time away from the office, actively seeking new referral sources and strengthening existing relationships. This role is ideal for someone who thrives in a consultative sales environment, from initiating cold calls to delivering formal group presentations.

Why This Role Stands Out

- Embody the core values of Home Instead, influencing our growth and market share.
- Cultivate a network with referral providers, including hospitals, physicians, and senior living facilities.
- Develop and implement targeted sales and marketing plans, with a focus on inquiry generation and new business acquisition.
- Maintain comprehensive records of sales activities using Salesforce and leverage software tools to maximize territory potential.
- Participate in educational programs and contribute to the collective knowledge and growth of the team.

Secondary Responsibilities:

- Caregiver Recruitment: Create a strategy to increase qualified caregiver applicants.
- Community Involvement: Engage in various PR strategies to enhance brand visibility.

Our Ideal Candidate

- Has a passion for sales and relationship-building.
- Is capable of working autonomously in the field.
- Possesses strong organizational and strategic planning skills.
- Is committed to achieving and surpassing sales goals.

Join Our Team

At Home Instead, we value our team members and provide a supportive and enriching work environment. If you are eager to advance your career and make a lasting impact in the healthcare sector, we encourage you to apply for the role of Outside Sales Representative for our Hendricks County Home Instead office.

Apply Today

Are you ready to start this exciting journey? Apply [now](#) and elevate your career while positively impacting your Hendricks County community!

1. Click here: <https://olivia.paradox.ai/co/HomeInsteadofSpeedwayIN>
2. Select 2: Key Player-Admin
3. Sales Representative

Each Home Instead franchise is independently owned and operated.