



## OUR CULTURE:

- We are a young team that believes in collaboration, creativity, and hard work.
- We are a team of builders that are constructing a company to serve people through moving.
- We believe in dreams and are here to help you fulfill them.
- We believe work should be fun and fulfilling.

www.moveandstore.com  
855-624-4537

## ACCOLADES & KEY STATISTICS:

- 2016: 6th fastest growing company
- A+ Rating with the BBB
- Average age of employees = 28
- Locations / growth opportunities around the SE



## HISTORY:

**Move & Store** is a moving and storage company headquartered in **Birmingham, AL**. **Established in 2011** by college roommates at Auburn University, Move & Store had a vision of delivering students a full service moving experience. Since its inception, Move & Store has added **nine locations across the country**, acquired another moving company, and has evolved into a multi-truck operation **providing full service collegiate, commercial, and residential moving services**. This success can be attributed to Move & Store's employees and their **dedication** to customer service, personnel recruitment, and resource allocation. The cornerstone of Move & Store's success is its dedication to providing customers a **first-in-class moving experience**.

## Estimator/Inside Sales Specialist:

An Estimator/Inside sales specialist is our customers' knowledgeable/informative moving advisor, accurate/detailed estimator, and relational/attentive relationship manager. This role is responsible for the nurturing of our residential and commercial leads by being prompt, friendly, informative and relational.

### WHAT YOU WILL DO:

- ✓ Perform on-site walkthroughs/surveys with both commercial and residential customers.
- ✓ Answer moving related and logistical questions on the spot during these walkthroughs.
- ✓ Create detailed, accurate estimates that are reflective of the customer's requests.
- ✓ Be prompt in sending estimates and/or assigning estimates to be drafted and sent. Quick and constant communication with customers is of the essence.
- ✓ Lead inside sales meetings to make sure that outstanding quotes, customer requests, and opportunities are being attended to and are followed up.
- ✓ Follow up on customer accounts via phone, e-mail, or in person visits.
- ✓ Communicate job details to crews assigned to jobs both through thorough, clear written documentation on customer's account as well as verbal communication with crews.
- ✓ Perform moves to gain in field experience for more accurate quoting and effective communication with crews.

### WHAT YOU WILL NEED:

- ✓ Enjoy interacting with new people—You will be meeting with new people every day. If you don't enjoy making polite, professional conversation with strangers, this position is not for you.
- ✓ Detail oriented mindset—Our estimates, jobs, and scheduling, require detailed, thorough information to ensure both the customer and moving crews are on the same page.
- ✓ Strong organization skills—You will have multiple open customer accounts, estimates, and requests at any given time. Forgetfulness and/or lack of organizational skills is not an option.
- ✓ Quick to Action—Requests from both workers and customers should be handled with the utmost promptness and efficiency.
- ✓ Effective communication skills—You will communicate with both customers and workers frequently.
- ✓ Problem solving abilities—Not all of our moves go exactly as planned. It will be your job to make sure customers are satisfied post-move.
- ✓ Can-Do/Flexible Attitude—Our workplace is a fast-paced business that is dedicated to growing. This means that you could be called on to work on the truck, in the warehouse, on the phones with customers or whatever is needed at that time for the company to succeed.

### COMPENSATION

Compensation is dependent on candidate's experience and current skill set. If this position sounds like something you would be interested in, visit <https://moveandstore.com/careers/> to apply today!