

Colombia Jobs Expertini®

Real Estate Inside Sales Representative

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Company: Neighborly Solutions LLC

Location: Colombia

Category: other-general

We're looking for an outgoing Inside Sales Representative to help us smash our sales goals via outbound calling and appointment setting! You'll help us generate leads by prospecting potential clients and adding qualified leads to the sales funnel. This is a great position for individuals who love working in a fast-paced environment where they can maximize their earning potential. If this sounds like a job you'll love, apply now!

Responsibilities:

- 1 . Maintain the client database to make sure the sales team can access current information on all leads
- 2 . Qualify incoming leads so appointments are arranged as fast as possible to provide an excellent customer service experience
- 3 . Record monthly and quarterly sales and performance goals to ensure they are being met
- 4 . Communicate with prospects via email, phone calls or other forms of communication to convert them into qualified leads and funnel them to the sales pipeline
- 5 . Seek out new business opportunities within the assigned geographies to expand clientele

Qualifications:

- 1 . Proven track record of at least 2 years of experience in a sales position or related field
- 2 . Superb communication skills, both written and verbal, as well as interpersonal skills and time management skills
- 3 . Understand the sales process and how to enter information into client databases
- 4 . High school diploma or equivalent required, college degree preferred

About Company:

Neighborly Solutions is a private real estate investment company that purchases risk-adjusted value-add single-family homes and multifamily properties to offer our investors and clients guaranteed returns through a combination of cash flow and equity growth.

Neighborly Solutions specializes in finding and purchasing off-market value-added single-family and multifamily real estate investment properties throughout Indiana and surrounding cities. Neighborly Solutions is located within a 3-hour drive of 70% of America's population which allows us to have a variety of markets to deploy our acquisition sales managers into and lock up real estate deals. With direct-to-seller marketing, Neighborly Solutions can pair any real estate with the proper exit strategy to achieve our maximum ROI. Neighborly Solutions is a growing company looking to expand and build out our sales force, we are looking for leaders to join this TEAM to accomplish this objective.

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