



## Opportunity Profile

# Business Development Representative

### **Our Mission**

To be all in for our team clients and agents.

### **Our Vision**

To be the Premier Real Estate Services company in DC, Maryland, and Virginia.

### **Our Values**

We strive to accomplish our vision through our mission because we know that opportunity gives life purpose and super experiences make life worth living!

### **Our Culture**

Being the best version of you is hard, we will expect you to give 100%. We place a high priority on integrity, dependability, punctuality, extraordinary customer satisfaction and going above and beyond the job profile. We offer a great work atmosphere, competitive salary, flexible schedule, and healthcare benefits.

### **Our Company Expectations**

- Show up on time.
- Show up ready to work.
- Focus on the client experience.
- Be kind to all. (Kill them with kindness)
- Be effective. Not perfect.
- Take time to refresh and relax.
- Respect your coworkers & be part of the team.
- Strive to be physically & mentally fit.
- Have emotional stability.
- Set personal & professional goals.
- Dress appropriately.
- Persevere when difficulty arises.

## **Our Principles**

- Yes Mindset
- No Excuses
- No Regrets
- Take Responsibility
- Have Accountability
- Make the Decision

## **Position Overview**

An All in One Business Development rep's primary focus is building quality relationships with Real Estate Agents and partnerships with Affiliates to drive business to our company. We are looking for an experienced outside sales representative who has the mindset of a Fanatical Prospector: Optimistic, Competitive, Confident, Relentless, Thirst for Knowledge, Systematic and Efficient, and Adaptive and Flexible. They are goal oriented, self-starters who enjoy a fast-paced environment and can juggle multiple activities. This person is responsive to internal and external clients and always striving for excellence through obtaining knowledge of the industry. They want to set themselves apart as a resource and guide for their clients.

## **Primary Responsibilities**

- Identify and develop relationships with top real estate agents within your territory.
- Promote Super Inspector through phone calls, meetings, in-person office visits, emails, text messages, and networking events, presentations and local association opportunities.
- Maintain and manage existing relationships with real estate agents.
- Develop and maintain genuine relationships with referral sources such as title reps, home warranty reps, transaction coordinators, and other affiliates related to the real estate industry.
- Know your top 100 agents at all times.... the more info the better...know their preferences, family, agency, drink choice, etc.
- Be comfortable utilizing scripts for prospecting and meetings.
- Be able to present a concept to others in a one-on-one or group setting.
- Be able to look at a situation with a diplomatic approach, help diffuse frustrations, collect the facts and use appropriate tools to obtain the best positive resolution.
- Track, document, and report all monthly expenses for company issued expense account.
- Document all sales activities in CRM daily.
- Attend and proactively provide input via Teams all internal meetings including Daily Huddle, Weekly 1:1 with Manager and Weekly Team Meeting.
- Show up to work on time, dressed professionally and with a positive attitude.

- Have a basic understanding of a home inspection and the ancillary services that Super Inspector offers. Strive for more knowledge in area so that you can be the best you can be for yourself, your team and your clients.
- Learn the basics of our parent company Super Team Services and all their services.
- Possess characteristics that strive for highest effectiveness and efficiency.
- Possess the ability to create genuine, lasting relationships in your market center.
- Represent yourself and your brand with integrity at all times.

### **Qualifications**

- Minimum 1-2 years outside sales experience.
- College degree preferred.
- Comfortable working in Microsoft Suite including Outlook, Word, Excel and Teams.
- Experience working in a CRM.
- Real Estate Industry knowledge a plus.
- Attend a 1-week long in-person training in the Dallas, TX area.

### **Key Skills**

- Strong attention to detail.
- Strong verbal communication skills.
- Exceptional organizational skills.
- Well-developed empathy for working with clients.
- Ability to actively listen.
- Ability to interpret and analyze data.

### **Compensation and Benefits**

- \$50,000 - \$70,000 annually, base pay plus commission and car allowance
- Medical, Dental and Vision Insurance
- 401(k)
- Life Insurance
- Employee discount
- Flexible work schedule

**Why Join Us:**

Join All In One, which values your people skills and believes in delivering outstanding service. As a Business Development Representative, you'll have the opportunity to make a meaningful impact on the homebuyer's experience in your area and contribute to our company's growth and success.

If you're passionate about relationship building, possess exceptional communication skills, and are dedicated to providing people in your area with the best home inspections that money can buy, we encourage you to apply and become a vital part of our customer-focused team.

To apply, please submit your resume and complete our application by visiting <https://superteamservices.com/all-in-one-home-inspections/careers/>