



JOB TITLE: Business Development Rep
Department Super Inspector
Reports To: Director of Sales & Marketing

The Super Inspector 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.

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.
- Maintain and manage existing relationships with real estate agents.
- Develop and maintain 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.
- Track, document, and report all monthly expenses for company issued American Express.
- Document all sales activities in CRM daily.
- Attend 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.
- Learn the basics of our parent company Super Team Services and all their services.

Job Requirements:

- 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

Compensation and Benefits:

- \$60,000 - \$80,000 annually, base pay plus commission and car allowance
- Medical, Dental and Vision Insurance
- 401(k)
- Life Insurance
- FSA
- Employee discount
- Flexible work schedule