



Unleash Your Potential: Fearless & Heroic Business Development Manager

Our Mission

To provide Opportunity and Super Experiences to our Team, Clients, Agents, and all we serve.

Our Vision

To deliver Super Home Services to 75,000 homeowners annually.

Values

F.R.E.E.D.O.M

Fearless, Respectful, Excellence, Education, Diligence, Opportunity, Motivation.

Culture

Being a superhero is hard, and we will expect your best every day. 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.

Company Expectations

Show up on time, show up ready to go, work while at work, focus on providing great client experiences, strive to be physically fit, mentally fit, and emotionally stable. Be kind to all, and if a client is disgruntled, kill them with kindness. Look for opportunities for the company and for yourself. Seize opportunity when it arises, plan your time, have a plan, set personal and professional goals, dress appropriately, and persevere when difficulty arises. Be clear about the company's vision and your personal vision. Be effective, not perfect. Take time for refreshment and relaxation when needed, respect your coworkers, and be a part of the team.

Position Overview

Are you a leader with a passion for connecting with people and a knack for increasing market share? If so, the path to becoming a Super Business Development Manager awaits you.

Embrace the opportunity to grow, adapt, and achieve financial freedom in a dynamic industry that demands higher competencies. 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

- **Effectiveness Enforcer:** Lead the Business Development division and set the example. Responsible for driving sales goals.
- **Meeting Maven:** Lead this division's internal gatherings, from the Daily Huddle to the Weekly Team Meeting, reinforcing our united front. Conduct one-on-ones weekly with your sidekicks.
- **Agent Ally Acquisitions:** Uncover and forge alliances with top real estate agents in your territory, embodying our Fearless mission to expand our heroic network.
- **Super Inspector Champion:** Spread the word of Super Inspector's prowess through heroic endeavors including calls, meetings, and face-to-face encounters, unleashing our Vision across realms.
- **Relationship Sentinel:** Safeguard and nurture existing alliances with real estate agents, embodying Respectful bonds that endure the test of time.
- **Referral Realm Guardian:** Cultivate deep connections with referral sources like title reps and transaction coordinators, embodying the Excellence in service and camaraderie.
- **Agent Intel Investigator:** Know the top 100 agents inside and out, tapping into your superhuman memory and understanding their preferences, families, and even their preferred drinks.
- **Scripted Strategist:** Command scripts with the finesse of a seasoned hero, using them as tools to conquer prospecting and meetings.
- **Concept Conqueror:** Master the art of presenting ideas in any setting, harnessing your power to inspire and enlighten.

- **Diplomatic Defender:** Approach challenges with diplomacy, defusing tensions, and forging resolutions with the precision of a superhero.
- **Expense Tracker Titan:** Vigilantly monitor and report all monthly expenses, wielding your diligence to safeguard company resources.
- **Sales Activity Archivist:** Chronicle all sales endeavors in the CRM daily, ensuring no heroic deed goes undocumented.
- **Punctuality Protector:** Arrive on time, donning your hero attire and radiating positivity, setting the standard for all.
- **Inspector Insight Instigator:** Grasp the fundamentals of home inspection and ancillary services, continuously honing your knowledge to serve with distinction.
- **Company Crusader:** Delve into the lore of our parent company, Super Team Services, understanding its essence and offerings.
- **Relationship Realm Builder:** Forge enduring connections within your market center, leaving an indelible mark on all you encounter.

Mandatory Superpowers

- **Sales Superpower:** Possess a heroic track record of 1-2 years managing a team and battling in the realm of outside sales, showcasing your Fearless spirit in conquering challenges.
- **Heroic Education:** While not mandatory, a college degree serves as a potent artifact in your arsenal, enhancing your capabilities to superhuman levels.
- **Microsoft Mastery:** Command the powers of Microsoft Suite, including Outlook, Word, Excel, and Teams, like a true hero harnessing their elemental abilities.
- **CRM Crusader:** Navigate the realms of Customer Relationship Management with the finesse of a seasoned hero, leveraging your experience to vanquish chaos and foster order.
- **Real Estate Realm Awareness:** While not essential, knowledge of the Real Estate Industry provides you with valuable insights, enhancing your effectiveness in battle.
- **Training Triumph:** Prepare for battle by attending a rigorous 1-week in-person training in the legendary city of Dallas, TX, honing your skills to legendary proportions.

Super Skills for a Super Life

- **Detail Defender:** Possess a keen eye for detail, akin to a superhero spotting the slightest anomaly in the fabric of reality.
- **Communication Crusader:** Command the power of words with the strength of a superhero's battle cry, ensuring your message resonates across galaxies.
- **Organizational Oracle:** Harness organizational skills so exceptional they rival a superhero's ability to coordinate complex missions with precision and finesse.
- **Empathy Empowered:** Channel well-developed empathy to connect with clients on a profound level, offering support and guidance with the compassion of a guardian angel.
- **Listening Luminary:** Master the art of active listening, attuning your senses to the frequencies of others' needs and desires like a superhero detecting distress signals.
- **Data Decoder:** Possess the superhuman ability to interpret and analyze data, uncovering insights and patterns with the precision of a master detective.

Super Benefits for a Super Life

- **Financial Freedom:** Competitive Pay and opportunities for financial and professional growth.
- **Health & Wellness:** Medical, dental, vision, and life insurance, along with a health savings account (HSA).
- **Retirement Ready:** 401(k) for a secure future.
- **Lifestyle Support:** Flexible work schedule, short & long-term disability, and employee discounts.
- **Learning Journey:** Thorough training to enhance your skills.

Join the Super Team: Your Path to a Fearless and Rewarding Super Life!

Become a part of the Super Team which values your professional superpowers and is dedicated to delivering outstanding service. Make a meaningful impact on the homebuyer's experience and achieve financial freedom. If you are looking for a place to grow, look no further.

To apply, please submit your resume and complete our application by visiting <https://superteamservices.com/careers/>