

WizeHire Sample Inside Sales Agent Job Ad



Job Title: Inside Sales Agent

Location: Austin, TX

Job Summary: We are a dynamic and rapidly growing real estate team that is experiencing explosive growth. This growth has catapulted us into becoming one of the top real estate teams in the area. We are a highly responsible, relationally focused team of real estate professionals who strive to dramatically enrich the lives of those around us through real estate. We believe in having fun, building relationships built on trust and mutual respect, and treating our team members like family. We are seeking an individual who can plan and achieve prospecting and sales targets while providing a first-class experience to all customers that enhances company brand. We need someone who can pre-qualify buyers, understand the needs of sellers and negotiate sales to an effective close.

Responsibilities

- Prospect for and engage with clients to build and manage a pipeline of future clients
- Follow scripts and plan to achieve productivity, appointment setting and revenue targets
- Cold calling and responding efficiently to customer inquiries to achieve improved customer satisfaction ratings
- Outbound calling, e-mail communication, coordination to schedule appointments
- Accurately qualify potential customers and track metrics to ensure weekly goal attainment
- Participate in regular training and education requirements to continuously improve skills

Qualifications

- 1-2 years of cold calling experience
- Real Estate License
- Customer/client database management
- Lead qualification (BANT)
- Rapport building and active listening
- Objection handling
- Clear communication skills
- Calendar management

Compensation

\$60,000 includes base + bonus

About [Company Name]

Our entire team is vested in all our customers' buying and selling experiences. Our team members each play a specific role in making every transaction successful. We work together to ensure customers receive superb service and optimal results. Customers are the focus of our team. It is this team structure that has led to amazing results over the years.

We care about our team! All our employees have access to:

- Medical and Dental Coverage
- Life Insurance
- Paid Time Off
- 401K
- Regular team building exercises
- Formal recognition events
- Quarterly family socials
- Weekly and monthly incentives

This helps us provide all of our team members the ability to build careers worth having, lives worth living, experiences worth giving, and legacies worth leaving.