



<https://intscanada.com/job/inside-sales-representative-with-real-estate-team/>

INTS-Inside Sales Representative with Real Estate team

Hiring organization

INTS Consulting

Description

Woolcott Real Estate, one of the top real estate teams in Canada, is growing!

Date posted

2023-05-29

We are looking for a rockstar inside sales representative to join our real estate team full-time! We are growing at a rapid pace, and looking for someone who loves real estate + wants to join as we grow.

Don't call unless you are a truly awesome salesperson. You have a burning desire to succeed, are extremely customer oriented, highly motivated, and never say die. You develop deep and meaningful rapport with your clients, and communicate with piercing persuasiveness. You believe you can be the best at almost everything that you do, and you can prove it. Don't call unless you fit this bill. Build an empire within our fine and progressive company. We don't hire backgrounds, we hire top producers.

What could you be, do or have if you sincerely LOVED what you do? We believe that you can have everything you want in life if you just help enough other people get what they want. You should love what you do or keep on moving. Your life should have meaning.

We are looking for a skilled, dynamic and determined individual to fill our Inside Sales Position for our Industry Leading Real Estate Team. The person qualified for this position has experience in cultivating leads and setting appointment as well as documenting all client communication in an active CRM database. The Inside Sale position is often the first impression prospective clients have with our company so personality, communication skills and attention to detail is very important. The ability to articulate the company value while confidently controlling the conversation and setting qualified appointment is extremely important. This position will be an integral part of our core sales team. The ability to collaborate in a group with desire to add value not only to clients but fellow team members is a core value we are looking for in an individual looking to be part of our team.

The person qualified for the Inside Sales Associate position is positive, enthusiastic, motivated, and solution oriented and understands the value of communication, maintains self-confidence and is self motivating, and has the ability to persuade and guide clients to their own conclusions. This person will also be responsible for prospecting leads, performing mails outs, preparing listing packets and maintaining the lead database.

Our company will challenge you to acquire more knowledge and gain expertise in real estate. You will be held to the highest level of integrity and will be expected to work with a sense of urgency and a high standard of excellence. You will be part of something that matters, and most of all you will have fun because as steadfast as we are in changing our industry, we are equally committed to a work culture that adds value to the lives of our team members.

This is a great stepping stone for people looking to become a registered

salesperson.

Job Types: Full-time, Permanent

Salary: \$40,000.00-\$60,000.00 per year

Schedule:

- Day shift
- Monday to Friday

Experience:

- sales: 1 year (preferred)

Work Location: In person