

Inside Sales Agent

Probate Real Estate Services & Sales, LLC (PRESS) is the #1 Probate Real Estate firm in America. We've earned this title by redefining probate real estate for the best. With proven expertise, we help people navigate and consummate the administration of their probate, trust, or conservatorship case, simply and flawlessly, as it relates to real estate. Unlike other brokerages, our model provides Americans with a single professional resource for all their probate, trust, and conservatorship real estate needs.

Working with PRESS, you'll have the tools and support you need to thrive in a dynamic, tech-savvy environment where you can grow your career. If you're passionate about delighting customers and transforming the real estate industry, join our team.

PRIMARY DUTIES

- Prospect for new clients on a daily basis from various lead sources
- Make Warm Calls from leads provided
- Respond to inbound leads from all lead sources, sign calls, and etc.
- Schedule appointments for Outside Sales Agents (OSA)
- Conduct lead follow-up and nurture leads until appointments are set
- Communicate effectively with peers, superiors, customers, and vendors (written and verbal)
- Practice, memorize, and internalize scripts
- Create a sense of comfort and familiarity through ability to build rapport
- Meet performance benchmarks
- Attend training
- Perform lead follow-up each week
- Make new weekly contacts through Sphere of Influence, Past Clients, Just Listed/Sold, Open Houses

SKILLS & EXPERIENCE

- Real Estate license REQUIRED
- Real Estate experience, including processing transactions
- Sales Experience
- Confident telephone voice
- Excellent attention to detail
- Experience with Reesio and Top Producer a plus, but not required
- Good written and oral communication skills
- Strong sense of accountability for the customer experience
- Calm presence when resolving issues and communicating with agents and clients
- Experience with Gmail and customer relationship management tools to communicate with all parties in real estate transactions
- Excellent organizational and time management skills, as well as ability to multi-task
- Organized, systematic, and detail-oriented
- Results-oriented and high achiever
- Basic understanding of computers and navigating the Internet

BENEFITS

- Competitive hourly wage
- Team environment of dedicated professionals
- Training in real estate, transactions, and estate matters
- Inspiring atmosphere with casual dress code and flexible hours

PRESS is an equal opportunity employer committed to hiring a diverse workforce.

Email resume/cover letter to: Gmail - theprobatespecialists

Visit our website to apply: <https://www.probatewemakeitsimple.com/careers/>

QUALIFIED CANDIDATES will be asked to answer the following:

1. What qualities do you possess that make you the best fit for the ISA position?
2. What do you find most rewarding about sales?
3. What is your philosophy as a salesperson?
4. What has been your most endearing experience as a salesperson?

5.
 - A. Why are you good at phone sales?
 - B. How could you improve your phone sales skills?
6. What do you know about our company, and why do you want to work with us?
7.
 - A. Give us a candid assessment of your success, or lack thereof, as a real estate salesperson?
 - B. What would you do differently at our company?