

Landlordwiz.com

The Smart Site for the Savvy Landlord

Job Title: Sales Agent

Company: Landlordwiz.com

Base Salary: 100% commission

Total estimated Compensation: \$50,000 to \$80,000

Benefits: No

Car Allowance: No

Customers: All

Sales Cycle: Short

Travel: No Travel

Industry: 100% Commission

Location: Michigan, USA

We are a website for Landlords looking for an Account Executive to go business-to-business selling our ad inventory. This is a 1099 Independent Contractor position. Someone who can successfully cold call or navigate the internet will do well at this.

Landlordwiz.com is looking for a highly motivated sales person to introduce our site to the national landlord vendor market. Landlordwiz is a free site for landlords nationwide to conduct self property-management of their rental properties. Vendors, such as roofers, painters, carpet cleaners, attorneys, etc. covet the business opportunities provided by landlords. These vendors are willing to pay to be seen by the ever-growing landlord market. Landlordwiz provides state by state coverage of this marketplace and desires vendors who are positioned to help service our landlords.

Job Description:

Acquire and develop new relationships with vendors by contacting business owners around the country.

Heavy cold calling and prospecting for new business development.

Educate the vendor decision makers on our products and communicate the value of the service.

Manage, interpret and define vendor requirements.

Maintain knowledge of competitive products strengths and weaknesses.

Contribute to the creation and ongoing improvement of business and sales

processes.

Provide vendor support with training and product knowledge.

Qualifications

A min. of 2 years prior Field Sales experience within the online advertising industry preferred.

Highly motivated salesperson with a history of above goal sales performance.

Experience with sales presentations with small and medium sized businesses.

Charisma! A natural ability to sell and build relationships

A self starter and results oriented.

High level of initiative, professionalism, and exceptional communication skills both verbal and written. Familiar with web and computers.

Strong presentation, networking, time management and interpersonal skills

BA or BS in Business, Marketing or related field

Desired Traits

Competitive drive

New business "hunter" mentality

Creative prospecting skills

Desire to earn lots of money

Desire to work in team environment

High degree of personal accountability

Desire and ability to drive business forward, even when it's difficult

Relationship builder

Job Type: Independent Contractor

Job Status: Full Time