Market Edge Realty LLC

Inside Sales Representative

You know that feeling you get when you wake up knowing that you are making a difference, adding value to people's lives, and being a trusted member of a growing team? Would you describe yourself as detailed, service oriented, thoughtful, communicative, and love technology? Well, we are looking for people who can recognize opportunity, create their own path of success, and are action oriented. You can make a difference and we are looking for amazing individuals to join our growing business!

A North Phoenix based real estate brokerage has a great opportunity for you. We are looking for an Inside Sales Representative to! The right person for this opportunity will be great at working personally with people and loves to be organized and consistently works hard to make everyday count. Hard work is rewarded financially and in other ways. Experience is important, but most importantly you will need to exhibit passion, pride, and ownership in what you do.

Job Responsibilities:

- Influential public speaking skills.
- Amazing attitude – cheerful and confident.
- Manage projects under strict deadlines.
- Maintain a high level of customer service and frequent communication.
- Effectively lead small teams.
- Reach out and be proactive about contacting tenants.
- Help potential tenants understand the benefits of home ownership.
- Refer potential tenants to lenders for information.
- Able to build strong professional networks.
- Manage and build strong processes and systems.
- Coach clients on specific real estate programs.
- Create and follow up on new leads, old lead, referrals.
- Recommend and sell additional products and services to clients.
- Ability to work in a busy office and maintain a professional atmosphere.
- Confident using multiple platforms of technology.

Job Requirements:

- Phone sales experience in a call center environment.
- Basic understanding of leasing and home buying process.
- Become Certified in any software the company utilizes to service clients.
- Strong emphasis on human relationships.
- Ten referrals per week to the lender team.
- Twenty contacts per day with in-depth conversation.
- Compassion for creating new home ownership between clients.
- Have a STRONG basis in working with Excel, and CRM software.

Compensation:

- Hourly Rate $15.
- Position is Full-Time.
- Position is W2.

Shift TBD.

*****Please respond to this post by sending your resume via your personal email to HR@MarketEdgeAZ.com.**