



Location: Dover, NH

Position: Outside Sales Agent (OSA)

Job Description:

Purple Acorn at Keller Williams Coastal Lakes and Mountains Realty is looking for a motivated, creative and efficient self-starter to join our headquarters in Dover, NH as an Outside Sales Agent (OSA).

The Outbound Sales Agent is passionate about achievement and draws energy from working with people. This enthusiastic, self-starting person with a passion for selling is responsible for converting a massive amount of leads into appointments through personalized follow-up.

This individual will take ownership of leads and actively systematize the conversion process for maximum effectiveness. They record their productivity and sales metrics and track the results in regular accountability meetings. This person has the drive and tenacity to achieve or exceed productivity, appointment setting, and revenue targets while responding efficiently to customer inquiries (usually in the form of sales leads) and the subsequent documentation, assignment, and follow up of those leads.

This individual must be highly trustworthy—in addition to being the first point of contact to the team, they will also have access to sensitive files and information regarding associates, customers, and finances.

The Outbound Sales Agent's activities directly affect the bottom line, and as such they are deeply committed to the team achieving greater and greater levels of success, as well as to growing their own skills and developing into a leader within the team.

Responsibilities:

These are the standards a well-above-average performer will maintain or exceed:

- Maintain rigorous prospecting for new business opportunities
- Achieve productivity, appointment setting, and revenue targets
- Consult with real estate agents to ensure fiduciary service of the real estate transaction from initial contact through the listing agreements

Essential duties and responsibilities

- Utilize outbound cold calling, email and mailer campaigns to convert leads to appointments
- Follow scripts to deliver the team value proposition and handle objections
- Qualify leads to accurately convey motivation, competition, and financial specifics to real estate agents



- Manage database of leads to ensure processes run smoothly and there is rigorous lead follow-up
- Accurately track and report productivity and sales metrics
- Understand and internalize evolving real estate trends in the local market
- Understand and adhere to local, state, and federal laws regarding real estate brokerage services

Knowledge/Skills:

- Strong written and verbal communication skills
- Exceptional telephone skills—ability to set and close appointments over the phone and willingness to spend the majority of the workday on the phone
- Ability to learn and internalize scripts and dialogues
- Ambitious with proven ability to succeed
- Learning based
- Team player
- High school graduate
- Real estate license
- Demonstrable record of sales success against quotas

Company Description:

Everything we do, we believe in doing things differently in and for the real estate industry. We believe that we are here to serve our agents to build careers worth having, businesses worth owning, lives worth living, experiences worth giving and legacies worth leaving. We believe in thinking differently. The way we do this is through precision, class, and consistency in everything we do. In our real estate company, our agents come first and are our brand. We believe in finding the win-win and without it, there is no deal. We believe that integrity means doing the right thing. We believe our customers always come first. We believe in commitment in all things we do. We believe that communication is key and that we first must seek to understand. We believe in creativity - ideas before results. We believe in teamwork and that together everyone achieves more. We believe that trust starts with honesty. We believe that success is results through people.

Keller Williams is the #1 real estate office in the world. 1st in agent count. 1st in volume. 1st in units. Our Keller Williams Coastal Lakes and Mountains Realty offices are currently ranked #8 among Keller Williams offices globally. We support an agent body of 600+ and closed over 4,300 units in 2019. Led by Operating Principal Nathan Dickey, Team Leader Jeffrey D'Angelo and Erika Sakin, Keller Williams Coastal Lakes and Mountains Realty is the real estate company of choice for top producing real estate agents in New Hampshire, Southern Maine and Northern Massachusetts.

Compensation:

Competitive salary/commission based on experience.



Application:

To apply, please submit resume and cover letter to Delaney Deane at delaney@purpleacorn.com.