



Job description

First National Title & Escrow (FNTE) is looking for a highly motivated business development representative who would like to join a growing national provider of title & escrow services.

The ideal candidate will utilize his/her skills to identify, target, develop and retain customers who will direct title business to FNTE on a national and regional level.

Responsibilities:

Sales Activity

- Maintain an updated target list of prospective, qualified customers. Frequently assess progress in converting from prospective to current customers, and add new prospects accordingly.
- Maintain a well-known presence within the local real estate network of customers by attending customer events, hosting profitable events, productively networking and making frequent office/ site visits to prospective and current customers;
- Actively cross-sell products and services.
- Maintain an excellent level of communication, relationship management and follow-through with prospective and current customers.
- Proactively anticipate and solve problems between customers and departments within FNTE.
- Promote and exhibit positive interaction between administrative, marketing, escrow, title and customer service departments in the local office.
- Actively participate in sales meetings. Provide effective suggestions or comments for improvement when necessary.
- Participate in personal and professional development to enhance skills and identified weaknesses.

Sales Strategy

- Retain information on competitor's current sales tactics, products and market strategies.
- Increase profit, revenue and market share by influencing new business across all customer segments.
- Communicate best practices and road blocks to management.

Measures

- Define and achieve personal sales and profit targets consistent with the office sales plan created by sales manager.
- Knowledge of Excel and/or Salesforce
- Measure progress of personal and professional goals.

Desired Skills and Experience

- Local Investor Knowledge a must
- Broad knowledge of title insurance products and services.
- Applicable business skills necessary to maximize and improve market share, profitability and operational efficiency
- Ability to travel and visit client/business locations.
- Ability to develop persuasive selling skills sufficient to influence sales generation.
- Computer skills sufficient to create presentations manage spreadsheets and create documents.
- Knowledge of Sales Force system.
- Excellent customer services skills, including follow up with current and prospective customers answering any and all needs, questions or concerns.
- Excellent presentation skills.
- Excellent communication skills, both verbal and written.
- Must be self-motivated and able to work with minimal supervision.
- Completion of an undergraduate degree in an equivalent field or related sales work experience.
- Minimum of 2+ years of experience in title industry sales which includes experience in customer service/communication.

About us:

FNTE is a nationally known leader in title & escrow services. FNTE offers title & escrow services on a national scale, with the local know how to successfully service this business.

We also specialize in investor business and securitizations, ranging from fix and flip investors, REO to rental investors and Hard and soft money securitization.

All resumes should be emailed to Steve@firstnte.com