

Sales – Client Account Developer Aperture Home Management – Scottsdale, AZ 85251

Aperture Home Management, a provider of premier household management, maintenance, and repair services, is currently seeking highly responsible, detail driven, ambitious, high energy individuals for the position of Client Account Developer. Qualified candidates will have a strong background, broad understanding, and sales capability in home services, home maintenance and repair, real estate, or property management. As a disciplined, self-starter, you will be working to build a solid sales portfolio on your own, while coordinating with Home Managers to ensure Client retainage into the future. All while building strong, respectful, accountable relationships with Clients and all team members.

QUALIFICATIONS

- Strong interpersonal skills possessing a selling attitude and personality, with a focus on integrity, personal drive, and respectability.
- Two years of direct experience in the home services, home maintenance and repair, real estate (Must be Inactive), or property management industry is highly preferred.
- Proficiency with Microsoft Word and Excel.
- Must be legally employable in the United States.
- Must have a valid Arizona Driver License

REQUIREMENTS

- Prospect for new business, developing relationships with homeowners, residential investors, real estate professionals, property managers, community managers, and others.
- Establish, plan, and maintain access to both new and existing leads to cover the market and ensure consistent new or ongoing account acquisition.
- Utilize latest technological advancements in client identity data collection for electronic contract acquisition.
- Maintain a company-owned database of current clients, prospective clients and past clients to support the marketing and sales effort.
- Maintain keen awareness and provides candid feedback on client relationship and the client's perceptions of the service being provided and coordinating with Home Managers to maximize client retention.
- Represent Company at various events, organizations and associations for building relationships that lead to new business. Acts in capacity of Company representative and develops community ties to enhance public image and brand of the Company. Maintain positive relations with other companies in the industry and related industries.
- Participates in various industry associations to increase knowledge of marketplace, sales opportunities, the competition, selling techniques and best practices.
- Provide feedback to appropriate parties regarding, pricing, competition and other market observations. Exploits changing market opportunities and responds to competitor strategies.
- Provides feedback to the Marketing Department and offers recommendations regarding marketing strategies, materials and opportunities.
- Must be willing to travel and be away for extended periods

SALARY AND COMMISSION

- Payment of salary commences upon verifiable Client interaction within 1 week after hire.
- Commission rates are based upon initial and residual sales of service plans to Clients.
- Salary rate will be adjusted according to corresponding commissions from both initial and residual sales over extended length of time.

Experience: Direct Sales: 1 year (Required)

Education: High school (Required), college preferred

Language: English (Required)