



2900 Monarch Lakes Blvd. Ste 201
Miramar, Florida 33027
888.219.9102
betternoi.com

JOB DESCRIPTION

JOB TITLE: Regional Sales Executive

DEPARTMENT: Sales

REPORTS TO: SVP of Sales

CLASSIFICATION: Salary Exempt

LOCATION: Remote

SUMMARY: The Sales Executive will excel at creating and closing new opportunities. By using a consultative approach to selling, this person will use their expertise to identify and qualify leads, leading to sales opportunities with both new and existing customers.

NOTE: This is a virtual/remote position considering candidates who reside within the United States. Travel is required up to 30%.

ESSENTIAL RESPONSIBILITIES

- Proactively identify, solicit, and close new business opportunities
- Meet BetterNOI new business growth objectives and goals
- Represent BetterNOI at local and national events and tradeshows
- May require some travel
- Maintain communication with Internal team to collaborate client issues
- Provide business intelligence about market conditions, competitive positioning & product opportunities
- Develop effective, long-term relationships with key contacts
- Partner with appropriate internal team members to ensure proper training, and support for clients
- Review clients reports and proform recommendations meetings to ensure client is actively and effectively utilizing BetterNOI products
- Maintain accurate records of activity and pipeline using company's CRM tool

DESIRED QUALIFICATIONS/EXPERIENCE

- 3-4 years of sales experience preferred
- College degree preferred
- Proven record of achieving/exceeding company sales goals
- Outgoing, professional demeanor with the ability to maintain effective relationships
- Driven self-starter with the ability to work independently
- Excellent presentation and persuasive skills
- Superior verbal and written communication skills

- Technical aptitude with the ability to become proficient with BetterNOI website

BENEFITS

- Health, vision and dental insurance
- 401 (K) Match
- Paid Time Off
- Competitive pay and commissions opportunity
- Paid Holidays
- Opportunities to grow and develop
- Flexible Work Arrangements