



Opportunity Profile:

Business Development Representative

Our Mission

To provide Opportunity and Super Experiences to our Team, Clients, Agents, and all we serve.

Our Vision

To deliver Super Home Services to 75,000 homeowners annually.

Values

F.R.E.E.D.O.M

Fearless, Respectful, Excellence, Education, Diligence, Opportunity, Motivation.

Culture

Being a superhero is hard, and we will expect your best every day. We place a high priority on integrity, dependability, punctuality, extraordinary customer satisfaction and going above and beyond the job profile. We offer a great work atmosphere, competitive salary, flexible schedule, and healthcare benefits.

Company Expectations

Show up on time, show up ready to go, work while at work, focus on providing great client experiences, strive to be physically fit, mentally fit, and emotionally stable. Be kind to all, and if a client is disgruntled, kill them with kindness. Look for opportunities for the company and for yourself. Seize opportunity when it arises, plan your time, have a plan, set personal and professional goals, dress appropriately, and persevere when difficulty arises. Be clear about the company's vision and your personal vision. Be effective, not perfect. Take time for refreshment and relaxation when needed, respect your coworkers, and be a part of the team.

Position Overview

Are you an outgoing professional who enjoys building relationships, creating opportunities, and driving business growth? We are seeking a Business Development Representative to expand our market presence, strengthen strategic partnerships, and serve as a trusted resource within the real estate community.

The ideal candidate is highly motivated, customer-focused, and committed to continuous learning. This individual will build and maintain strong relationships with real estate professionals, referral partners, and clients while representing our company with professionalism and integrity.

Primary Responsibilities

- Develop and establish relationships with top-performing real estate agents within your assigned territory.
- Promote the company's services through prospecting, networking, meetings, presentations, and in-person visits.
- Maintain and strengthen existing relationships with real estate agents and referral partners.
- Develop a thorough understanding of key agents in your market, including their business needs, communication preferences, and goals.
- Utilize company-approved sales processes, scripts, and presentations to effectively communicate value and generate business opportunities.
- Deliver professional presentations in one-on-one and group settings.
- Address challenges and concerns professionally while fostering positive business relationships.
- Track and submit monthly business expenses accurately and on time.
- Document all sales activities, contacts, and opportunities in the CRM system daily.
- Participate in all required company meetings, training sessions, and team events.
- Maintain a professional appearance, positive attitude, and dependable attendance.
- Develop a strong understanding of home inspection services and ancillary offerings.
- Gain a working knowledge of all services provided by Super Home Services and its affiliated brands.
- Continuously pursue professional development and improve sales effectiveness.
- Build and maintain a strong professional presence within local real estate offices and market centers.

Qualifications

- Minimum of 1–2 years of outside sales, business development, or relationship management experience.
- College degree preferred but not required.
- Proficiency in Microsoft Office Suite, including Outlook, Word, Excel, and Teams.
- Experience utilizing CRM software to manage customer relationships and sales activities.
- Real estate industry experience or familiarity preferred but not required.
- Ability to attend a one-week in-person training program in Dallas, Texas.

Required Skills

- Strong attention to detail and follow-through.
- Excellent verbal and written communication skills.
- Exceptional organizational and time management abilities.
- Strong interpersonal skills with the ability to build trust and rapport.
- Active listening skills and a customer-focused approach.
- Ability to analyze information, identify opportunities, and make informed decisions.
- Self-motivated with the ability to work independently while contributing to a team environment.

Benefits

- **Pay \$65,000-\$90,000 annually**
- Competitive compensation with opportunities for professional and financial growth.
- Medical, dental, vision, and life insurance benefits.
- Health Savings Account (HSA) options.
- 401(k) retirement plan.
- Flexible scheduling options.
- Short-term and long-term disability coverage.
- Employee discounts.
- Comprehensive onboarding and ongoing training programs.