

BRIVITY SALES CONSULTANT

THE TEAM YOU'LL JOIN

Ben Kinney Companies is an international business comprised of:

- One of the top 25 Real Estate sales teams in the country, as ranked by Wall Street Journal.
- 6 Franchisees across 10 offices.
- 17 expansion teams across the US, Canada and the UK.
- An international training business that to date has trained hundreds of thousands of people.
- The Brivity Platform is a growing collection of 9 technology brands including best-in-class lead generation tools, a leading industry CRM, ActiveRain, the #1 online Community for Real Estate professionals, custom web design and IDX solutions for agents, teams and brokerages, mobile lead capture and artificial intelligence technologies.

We've been recognized on INC 5000's fastest growing companies list the last 2 years.

We are a fast-paced, startup environment who embraces the following values:

H - Hard Work

E - Extraordinary Results

A - Accountable in All Things

L - Leaders Only

T - Teamwork

H - Humble

JOB DESCRIPTION

We're currently hiring Sales Consultants for Brivity Platform, our tech division based in Bellingham Washington.

As a Sales Consultant you will work with an amazing team in a Coaching, Development and Growth culture.

You will work hard but be rewarded with opportunities to directly affect your career and earning potential through your own efforts.

PRIMARY RESPONSIBILITIES INCLUDE

- Close sales to prospective clients adhering to our high performance standard of productivity including lead follow up and outbound calls.
- Meet aggressive sales volume and profitability goals.
- Provide information about Brivity products and services by developing mastery of Brivity Platform and it's evolving features.
- Manage, organize and update Brivity's database as a result of our lead generation efforts, events, as well as inbound and outbound sales efforts.
- Provide demos via webinar to prospective clients which result in sales standards being met consistently, every day, week and month.
- Communicate regularly with company leadership about forecasts.
- Implement sales initiatives, strategies and programs.
- Follow up with customers to ensure satisfaction , produce referrals and add-on sales opportunities.
- Perform all other Business Development selling duties as assigned.

SKILLS REQUIRED

- Proficient with computers, emails, smartphones and the web.
- Excellent written and verbal communication skills.
- Strong working knowledge of Google Apps and Microsoft Office applications. Salesforce or other CRM background a plus.
- Highly organized with extreme attention to detail.
- Ability to work independently and handle shifting priorities.
- Highly motivated by a growth and coaching culture.
- Entrepreneurial spirit and highly accountable.
- Operates with a sense of purpose, urgency and ownership.
- Highly proficient level of professional skill and/or knowledge in sales. Stays current with thought leaders in sales strategy and tactics.
- Must work in Bellingham office.

COMPENSATION

- Competitive base pay with performance-based bonuses
- 401k
- Vision, Dental and Medical benefits
- Flexible PTO
- Paid Training
- Growth Opportunities

To find out more about our company and our products please visit <http://benkinneycompanies.com/technology-software/>

APPLY TODAY:

Apply at <http://benkinneycompanies.com/careers>

If you do not apply via our website, your application will not be considered. No walk-ins.

Ben Kinney Companies Tech Division is an Equal Employment Opportunity employer. All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, or national origin.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire. As a policy, the Ben Kinney Companies company does not sponsor employment visas.