



## Regional Sales Representative

### Position Summary:

**DotLoop is looking to immediately hire a Sales Representative to join their rapidly growing organization.** This is an outstanding opportunity for an entrepreneurial, ambitious, competitive, and passionate sales rep to join the fastest growing technology company in real estate. Our ideal candidate will have experience in an entrepreneurial sales environment, will possess strong communication skills, will be a self-starter, and will have the aptitude to quickly gain the product and industry knowledge required to be successful in this role. If you think you have what it takes, we would like to hear from you. The ideal candidate will target and close deals through persistent communication, relationship building, and a solution sales orientation. As the first point of contact, sales representatives must be able to quickly attract attention, build positive rapport with prospective clients, and deliver measurable results.

The Regional Sales Representative reports to the Vice President of Customer Development (CEO in the interim) and is responsible for the strategic and tactical aspects of select regional broker sales. Those responsibilities and the qualification requirements are outlined below.

### Primary Responsibilities:

- Build personal sales campaigns with an entrepreneurial approach, pending approval of the supervisor.
- Identify, qualify, prospect, present and close select regional brokerage accounts defined by the supervisor. This will require both strategic and tactical execution of the process which will include: relationship development, research, plan formation, proposal creation, travel, presentations, etc.
- Daily cold calls.
- Travel, attend and sell at tradeshow.
- Provide weekly reports on sales activity and performance.
- Exploit partnership opportunities.
- Perform demos (online and/or in person), presenting customized solutions to fit the needs of regional brokerages.

### Qualification Requirements:

- 2-5 years sales experience is required; experience within an early stage sales environment is preferred.
- Experience with the sale of SAAS or other cloud-software is a plus.
- Proven experience repeatedly identifying and closing deals each in excess of \$200k annually.
- Prefers entrepreneurial opportunities and aims to achieve challenging goals.
- Demonstrates an exceptional ability in communications, leadership and relationship building.
- Effective with time management and organization.
- Confident and capable of presenting to large groups including: board rooms and trade show attendees.
- Undergraduate degree from accredited school and some degree of formal sales training.

### Cultural Fit Expectations:

- Comfortable with learning, discovery, and change.
- Agile enough to deal with a constantly evolving business plan; i.e. operating without a “map”.
- Competitive self-starter that requires little management and highly motivated to achieve objectives.
- Confident enough to celebrate failure when it leads to iteration, lessons learned, and/or a new opportunity.
- Passionately embraces our purpose, and our commitment to product innovation and customer intimacy.
- Exhibits strategic thinking and creativity in addressing future challenges in alignment with long term growth goals.
- Strong teamwork orientation with a reputation for absolute integrity and building trusted relationships.