

Experienced Professional Sales Executive

FRASER FORBES/S&W/EVOLV

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Fraser Forbes Real Estate Services is a leading Land and Property Real Estate Services firm bringing people and projects together, delivering innovative solutions that empower businesses to thrive. The Companies promote a culture of inclusion and professional growth within a five-state region including Md, Va, Pa, De, W Va.

Position Summary

An experienced, professional sales executive is needed to drive revenue growth in the DC, Md, Va sector as well as expanding areas. The ideal candidate will have strong sales skills and strategic thinking abilities to expand the client base and exceed sales targets.

This is an opportunity to represent three Companies; ***Fraser Forbes RE Services, S&W RE Investments, Evolv BTR (Build to Rent)***... with three different products/services, all of which compliment each other and capitalize on the synergy of all. You will represent a firm that is ***“Next in Class”*** and the forerunner of the brokerage community. You will be able to utilize the benefits of the brokerage to piggyback and build your portfolio, as well as heighten your income and status. Our target market is developers and builders throughout the region. You will have access to Real Estate assets throughout. This is the perfect opportunity to capitalize and monetize all three company’s services/products under one roof.

Key Responsibilities

Key responsibilities include identifying new sales opportunities, building and maintaining client relationships, delivering presentations, and managing the sales process to exceed quotas and expectations. You will stay informed about market trends and using CRM software as part of the role, as well as represent the company at industry events.

Required Skills, Experience, and Qualifications

Required qualifications typically include a Bachelor’s degree or equivalent experience, along with a proven, verified track record in B2B, B2C sales. Essential skills include strong communication, negotiation, interpersonal, analytical, time management, and organizational abilities. Proficiency with CRM software and Microsoft Office Suite is also expected. The successful candidate will be self-motivated and results driven with the ability to build and manage customers relationships.

Preferred Experience

Preferred skills include industry-specific knowledge, familiarity with sales methodologies, experience with virtual and in-person sales presentations, and availability for travel throughout our market areas.

Success Criteria

Success in this role is often measured by increasing the client portfolio, maintaining high customer satisfaction, and consistently exceeding sales goals, building long-term client relationships, and delivering accurate sales forecasts.

Compensation

Commensurate with experience.