**Inside Sales Agent Job Requisition**

**Overview:**

Responsible for: Developing business opportunity within specific geographies served by The Heyl Group’s real estate team. Achieving productivity, appointment setting and revenue targets while responding efficiently to customer inquiries (usually in form of sales leads) and cold calling. Primary duties include outbound calling, e-mail communication, coordination and scheduling of real estate buying and selling opportunities and overall management of sales pipeline through the sales cycle.

**Location:** This position will work out of the Austin, TX office.

**Job Expectations**

* Inside sales agents will be responsible for responding to inbound sales inquiries and outbound cold calling to set appointments for our team of field agents (Realtors) to meet with clients who are interested in buying or selling residential real estate
* Become an expert on the evolving Central Texas real estate market, accurately present The Heyl Group’s unique value proposition to prospective clients and deftly handle and overcome objections
* Maintain rigorous prospecting for new business and equally rigorous follow up with leads in your pipeline
* Conduct market analysis to help establish property values for potential buyers and sellers
* Qualify potential customers for appointments with field agents to accurately convey motivation, competition and financial specifics
* Understand and adhere to local, state and federal laws regarding real estate brokerage services
* Accurately track and convey productivity and sales metrics to management and expect regular accountability meetings with direct manager and company owner
* Participate in regular training and education requirements
* Other duties as assigned

**Qualifications**

* Passion for selling
* Enthusiastic and self-starting approach
* Demonstrable record of sales success against quota: commit fully to achieving and exceeding significant daily, weekly and monthly productivity and sales quotas
* Knowledge and experience in real estate and B2C sales (Real estate industry experience or Licensed Texas Real Estate Agent preferable but not required)
* Ability to communicate effectively (oral and written)
* Strong interpersonal skills
* Extremely strong phone skills: ability to set and close appointments over the phone
* Be a phone animal: willingness and ability to spend 80 to 90% of workday on the phone
* Ability to use or quickly learn Google Apps/Calendar, MOJO (SaaS phone and dialing technology), BoomTown (real estate specific CRM and marketing technology), Multiple Listing Service and other technologies as needed
* Be a team player who thrives working with a tight knit company where their activities directly affect the bottom line

Compensation: Salary plus commission - earning potential of $60,000 - $80,000+

**About the Heyl Group**

The Heyl Group, winner of The Austin Business Journal's #1 Residential Real Estate Team for 2013 is one of the fastest growing real estate companies in Central Texas. The Heyl Group had over $34 Million in gross sales in 2012 and has already surpassed that figure in 2013 sales. The Heyl Group, led by young, ambitious founder Tim Heyl, has earned international interest for its innovative approach to prospecting, lead follow up, marketing and technology adoption. The Heyl Group is one of the top 50 teams in North America within Keller Williams (the largest real estate brokerage in the world). The Heyl Group team is a tight knit and committed organization of highly skilled real estate professionals with a passion for making their client’s real estate dreams a reality.

To submit an application for this position, call 512-522-7085.