



## **Outside Sales Multifamily Representative**

### *Southeast*

Lima One Capital is searching for a quality person who possesses strong values, a great work ethic, good communication skills, and a passion for sales and networking. We believe in hiring great people and training them on industry specifics. We are a fast-growing company and candidates have great potential to grow within the company.

The position will report to the director of business development and work closely with the multifamily operational teams. The candidate should be accessible to major southeast metros for client networking, meetings and conferences.

### **Outside Sales Qualifications**

- Two years of outside sales experience
- Two years in real estate industry, commercial or multifamily experience preferred
- Travel required up to 50%
- Strong sales and presentation skills
- Confident public speaking skills
- Positive attitude, exemplary attendance, and reliable team member

### **Job Responsibilities**

- Serve as outside sales representative for Florida and parts of the southeast
- Attend a variety of industry networking events
- Speak publicly to industry groups
- Network with industry professionals on behalf of the company
- Generate new sales channels
- Close sales and achieve quarterly quotas
- Research prospects, identify key players and generate interest
- Maintain and expand your database of prospects
- Team with channel partners to build pipeline and close deals
- Perform additional duties assigned by your manager

### **Benefits**

- Medical insurance
- Dental insurance
- Life, short-term disability, and long-term disability
- 401k plan
- Paid vacation

If you're interested in this position, please email your resume to [Employment@LimaOneCapital.com](mailto:Employment@LimaOneCapital.com).