

Company: Association Capital Resources
Title: Sales Associate
Territory: Manatee/Sarasota/Lee/Collier Counties
Compensation: Commensurate with experience, estimated \$100–150k range with bonus potential.
Relocation: None
Response: Email resume

Unique financial company providing funding and collection services to distressed condominium associations, seeking a dynamic, self motivated individual as a Sales Associate.

Experience/description:

- 3+ years working in Sales, New Business Development or Practicing Law
- Property Management, Real Estate, Legal and/or Financial experience a plus
- Bachelor's degree preferable
- Experience achieving a high level of sales success
- Manage multiple clients and meet multiple deadlines
- History of building, managing and developing a referral network with territory
- Ability and experience in working in a fast paced, entrepreneurial, results-driven environment where all team members are accountable
- Effective written, oral and interpersonal skills
- Self motivated and directed
- Keen attention to detail
- Able to prioritize and execute tasks in a high pressured environment
- Proficient in Microsoft Office Products and ACT
- Travel required

Specific duties:

- Define targets, research and actively pursue client relationships in distressed communities.
- Active participation in weekly sales meetings, coming prepared with performance recaps and goals achieved.
- Cultivate and maintain a network of related contacts for benefit of company, including managing membership and sponsorship affiliations within territory, attending or arranging coverage for industry events, and maximizing the company's investment in said affiliations.
- Function as advocate for company and customer to insure quality of service. Oversee maintenance of territory client files, including general correspondence, etc. in computer database.
- Perform regular client follow-up in accordance with company procedures AT A MINIMUM.
- Coordinate execution of all Funding Agreements by client. Review for accuracy and legal standing prior to submission to corporate.
- Monitor team's progress of underwriting of prospective client's documents and keep clients apprised.
- Actively contribute ideas, comments, advice, and recommendations based upon industry knowledge.