

Business Development:

We are looking for a Business Development representative in our Allegiance Title Houston Northwest office. This person will report to the Houston Sales Manager.

About the role:

An ideal candidate has experience in the title business working with real estate agents and mortgage lenders. They will be in charge of maintaining strong client relationships and coming up with ways to create value for their clients.

Responsibilities include but are not limited to:

- Maintaining current client relationships
- Contacting customers to maintain relationships
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions
- Collaborating with sales and leadership to secure, retain, and grow customer base
- Cold calling; making multiple outbound calls to potential clients; closing sales and working with the client through the closing process
- Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans
- Researching trends and creating new opportunities to increase value to customers

Who you are

- You are a people person. You can juggle multiple priorities and are very time conscious. You carry yourself professionally and represent the company both internally and externally.

Qualifications:

- Bachelor's degree in marketing, communications, business or a related field
- Proven marketing/sales experience in a related product or service
- Exceptional communication and presentation skills, and ability to express technical and nontechnical concepts clearly and concisely
- Ideal candidate has experience in the real estate industry
- Excellent organizational skills to meet goals and set priorities
- Innate drive to succeed and take initiative
- Strong organizational talents and ability to work under pressure and in new environments