



SHOWINGLY

Why Showingly: Showingly is the new way to streamline the home buying process. Showingly offers a more transparent experience for the home buyer and seller, while providing an effective and user friendly way for agents to manage their listing and schedule showings. Scaling from Idea to Launch in under two years, you will not find a more driven team to be part of. The mentorship, and experience you will gain from joining Showingly is unmatched.

Location: 1801 N Broadway Denver, CO. 80202 Suite 1200B.

Responsibilities: As a Business Development Representative, you are responsible for the most important part of any business, generating revenue. You will be expected to:

- Cold call on new business - this role is 100% phone-based, you will be expected to make 100 dials a day engaging with both new prospects and current users to convert into paid subscribers.
- You will keep detailed records of interactions and respect the sales funnel, maintaining data validity within our CRM.
- Become an expert in overcoming objections and scheduling appointments.
- Prospect and qualify leads to ensure high conversion rates
- Maintain a positive attitude, understanding this is a startup environment and the need to wear many hats will be required.
- Contribute and collaborate with the colleagues and management to refine processes.
- Meet and exceed required daily/weekly sales goals.
- This role is full-time Monday-Friday and all sales reps are required to manage their time to meet and exceed expectations
- Produce results. It's not about the time you are in the office, it's about the results and value you bring to the team.

Growth: Our Leadership team is one that invests in your success. You can expect:

- One on one review and training session to help you become an elite sales rep
- Opportunity to take on more responsibility as a *'Brokerage Relationship Manager'* as soon as knowledge and skill set allows.
- Personal development and social dynamics training assuring you become a closer on the phone and life outside the office.

Compensation: Experience and skillset dependent. All sales reps will be hourly employees with additional compensation for exceeding sales expectations.