



Position Details

Title: Outside Sales & Marketing
Reports to: Head of Product
Job Type: Full-Time/Permanent
Location: Remote/Homebased

Position Summary

ApartmentLove Inc., one of the largest home and apartment finder websites online today, is hiring for Outside Sales & Marketing professionals to join our growing team. In this role, you will be responsible for generating new business from private landlords, property management companies, apartment building owners and operators, and industry associations in your territory.

The driving force behind our revenue generation efforts, you will grow our business by signing monthly recurring listing contracts with major accounts. An exciting opportunity for a focused and responsible individual with a history of success in the sales and business generation arenas, you will have exclusivity in your territory and work remotely from the comforts of your own home to meet and exceed sales goals.

As an Outside Sales & Marketing agent of ApartmentLove will prospect and engage potential clients while managing, nurturing, and growing your existing client base. Promoting our many features and functionalities while showcasing new and emerging tools and other FinTech instruments, you will take an entrepreneurial approach to establish, grow, and retain your recurring book of business.

Your Main Responsibilities:

- Gain a thorough understanding of your clients and their needs.
- Become an expert in ApartmentLove's marketing and other FinTech solutions tailored for the residential real estate marketplace.
- Own the sales cycle from initial contact to closing and renewal.
- Present the ApartmentLove suite of marketing, promotional, and FinTech instruments at industry events and all client meetings.

- Provide insight on featured services and exclusive offers designed to maximize lead generation and ROI.
- Represent ApartmentLove at industry events and network with residential real estate professionals in your territory.

Your Key Skills and Abilities:

- Passionate, hard-working, and ambitious.
- An innovator and entrepreneurial in spirit, you enjoy a fast-paced work environment and managing many different sales opportunities simultaneously.
- Focused and deal driven, you have a creative way to showcase our products and services to best meet the ever-changing needs of your clients.
- Able to learn new concepts and apply them in good and meaningful ways.
- Demonstrate strong listening skills and apply the lessons learned from the experiences of your team (including your customers) to improve our business.
- Provide valuable insights and take ownership of your clients' needs, wants, and requests for a better platform and always improving operating metrics.

About You

- Bachelor's degree required.
- Client facing experience in the real estate industry considered an asset.
- 3 or more years of outside sales experience in a B2B or B2C environment.
- History of exceeding sales targets in a consultative sales role.

About ApartmentLove

ApartmentLove promotes homes and apartments for rent on behalf of landlords from around the world. With hundreds and thousands of active listings in major markets across North America and expanding throughout Europe, ApartmentLove.com is among the largest home and apartment finder websites in the world. Powered by our clean and responsive design, superior user experience, and memorable branding, ApartmentLove is a dedicated rental marketing website and the favorite of those seeking good and affordable housing from trusted partners.

What We Offer

- Performance recognition and strong pay packages with many incentives,
- Plenty of paid vacation time,
- Remote work-from-home opportunities,

- Professional development programs,
- Growth opportunities for high-achieving partners,
- Education in international business operations, and
- Experience working for a dynamic, fast-paced, and growing tech company.

COVID-19 Precautions:

- Remote interview process
- Virtual meetings

ApartmentLove® | the Feeling of Home