

Owner Salesperson Scorecard

Updated 2/1/20

To be a focused Salesperson so that as a Team we have more clarity on how to onboard a new salesperson and how much work a salesperson can do when focused on the position.

Outcomes:

1. To be “client-ready” in 90 days.
 - a. Completed 3 Books - Traction, 5 Dysfunctions, Good to Great
 - b. Obtain a Real Estate License
 - c. Understand LeadSimple
 - d. Able to go on listing appointments without someone with you

2. Take our LeadSimple Sales model and Improve and complete the model outline by the end of Q2.
 - a. Help create a 2.0 version of the replicable sales model - including verbiage, process, responses
 - b. Help suggest improvements to the LeadSimple Sales Pipeline

Competencies:

1. People-oriented - enjoys engaging with new people all the time.
2. Focused - Able to move things forward to accomplish goals.
3. Likeability - able to earn people’s trust quickly and people genuinely like him/her.
4. Confidence - able to “challenge” someone at the risk of losing the sale.
5. Developer - able to create the system.
6. Leader - has the skillset and mindset that people will follow.

Core Values:

1. Team - Isn’t a “lone wolf”. More interested in growing a “team” sales approach. Interested in achieving sales objectives for the good of the team.
2. Integrity - Won’t lie to get a sale. Uncomfortable transparency with our Prospect Clients.
3. Personal Discipline - Sees sales as 50% process, 50% people. Able to both engage the people and be disciplined to the LeadSimple Sales process and reporting.
4. Hustle - Thinks it is more fun to sell the “Target” version than the “Walmart”.
5. Entrepreneurial Spirit - Loves the idea of building the business as much (or more) than closing sales. Interested in improving sales processes and operations processes (on the back end) for optimal client experience long term.

SLS Job Post:

Can you sell ice to an Eskimo?

Well, we're not really looking for an ice salesman...but we are looking for a highly motivated sales professional who has what it takes to meet challenging sales goals.

We hope that's you!

Our marketing team has been working hard to increase web traffic and property management leads. Now we're looking for the right person to capitalize on these leads and grow gkhouses in our Birmingham market.

You will be responsible for fine-tuning our sales process while working through our marketing automation software. You will walk a prospect through the decision-making process and all aspects of owner on-boarding.

Not only will you be provided with leads, you'll also develop relationships with local investors, realtors, and other RE professionals in order to grow your lead base.

You should get in touch with us if this is you:

- You enjoy dealing with new people on a regular basis
- People enjoy dealing with you...likability is a big deal in our business
- You can focus and follow up with prospects
- You can develop relationships quickly and establish trust
- You have the right amount of confidence and humility...able to challenge assumptions in a way that doesn't offend
- You're strategic and can help continue to improve and shape our sales process
- You hustle and take every opportunity to help prospects achieve their goals

MW Job Post:

Job description

Are you interested in owning a business one day?

Are you an entrepreneur just waiting for the right opportunity to set your sails?

If this describes you, we want to talk to you. . . first!

Who are we? gkhouses, one of the country's fastest-growing single-family property management companies and we are looking for a sales person with the potential to become a Team Leader (someone who runs a market for us) who will be an integral piece to our growth strategy by helping us open operations in different cities across the U.S.

We aren't micromanagers, so we expect you to come in and develop your Entrepreneurial Spirit so that you can make decisions about your market one day.

What does that look like? Our goal would be that you come to work here with our Birmingham office, train for two years, and (when ready) set off to foreign lands to implement our kick-butt systems and lead a team of like-minded people in "the gk way."

Wouldn't it be cool to work in an environment with a bunch of other entrepreneurs?

So if you are driven, not scared, and want to learn what it is going to take to run your own business one day, apply to come work with us.

If you still need more information, check out our website: careers.gkhouses.com.