



Trend Management Company

510 Staghorn Court, Alpharetta, GA 30004

1-800-665-9994

Regional Sales Executive (RSE) for Midwest Territory – Please send resumes to drew@handytrac.com

Job Description:

HandyTrac is a leading vendor to the Multifamily Industry. In business for the past 25+ years, now providing Key Control systems to over 15,000 communities nationwide.

The Company is growing steadily providing opportunity for advancement.

First rate benefits, summarized on the next page.

Our team is looking for a talented, motivated, and high-performing sales executive. Sales executives are responsible for prospecting new business, selling key control systems to new and current clients, and developing long-term positive relationships with the multifamily industry.

Responsibilities:

RSE will report to the President.

- Follow up Company leads to sell key control systems to apartment owners and managers.
- Prospecting for new leads via apartment associations, trade shows, networking in the multifamily industry.
- Building and maintaining strong relationships with key clients, understanding their business needs, and ensuring their satisfaction with products or services to expand sales to them.

Qualifications:

- Must reside in IL / MI / OH / IN / WI, or MN
- Bachelor's degree or equivalent and 3-5 years of sales experience.
- A strong track record of sales success
- Strong written and verbal communication skills.
- Multifamily experience or vendor to multifamily a plus
- Proficiency in Microsoft Office Suite and Pipedrive or similar CRM software.
- Ability to harness data to inform decisions.
- Can do attitude, sense of urgency, strong work ethic

Compensation:

Generous base salary plus commission

Work Location

Remote