

## **Position: Inside Sales Representative/Manager**

### **Who We Are:**

Renovo Financial is a rapidly-growing Chicago-based private lender serving real estate investors who acquire and renovate single and multi-family residential properties. We pride ourselves on supporting clients by providing unparalleled service, from the loan application through the payoff. Renovo's reliability and "win-win" solutions-oriented approach is just one reason why our repeat and referral rates far exceed the industry average. Renovo was honored to be named one of Crain's 50 fastest-growing Chicago companies.

### **Position Summary:**

As an Inside Sales Representative/Manager, you'll help support our customer acquisition and revenue growth objectives. This is an exciting career development opportunity for a motivated, goal-oriented, high energy team player to join one of the fastest growing companies in Chicago! The Sales Representative will be responsible for converting prospects into active clients through inbound and outbound sales calls. The ideal candidate will have the tenacity to handle rejections and continue with a positive attitude when reaching potential clients. This includes lead campaigns and telephone prospecting to target new prospects. With proven success, there's an opportunity for this individual to quickly grow into a manager position and help build out an inside sales team.

### **Primary Responsibilities:**

- Prospecting target customers via research, outbound cold calls, inbound call servicing.
- Vetting outbound and inbound leads to further qualifying customers based on set criteria.
- Generate new business by building rapport with customers through friendly, engaging communication while overcoming objections.
- Documenting contact activities and results of conversations in Salesforce.
- Setting VP's up for success with a consistent stream of warm transfers of qualified leads.
- Meet or exceed weekly appointment setting quotas and monthly conversion goals.
- Track weekly, monthly, and quarterly performance and sales metrics.
- Develop and implement strategies that support overall sales/company priorities and key initiatives.
- Build strong ties with various internal teams such as Marketing and VP's to ensure appropriate coordination of activities and timely communication.
- Embody company culture and contribute to fostering an environment that excites and inspires the sales team.

### **Future Growth Opportunities:**

- With proven success, build out an inside sales team.
- Recruit, train and develop a results-oriented sales team with a focus on increasing sales and market share.
- Conduct regular reviews to evaluate team strategy, progress and provide feedback.
- Evaluate and implement new sales technologies to improve metrics and performance.
- Assist direct reports with career development planning.
- Develop training plans for continuous development of team's sales skills and product knowledge.



222 W. Adams Street, Suite 3150, Chicago, Illinois, 60606

P: 312.279.7305

F: 312.895.4509

---

**Requirements:**

- 5+ years of experience in a quota-carrying, sales roles
- Demonstrated sales development and training skills
- Solid oral and written presentation skills
- Target oriented and belief in effective teams
- Desire to master selling and move into management
- Desire to develop and train others
- Knowledge of sales process from initiation to close
- Knowledge of Microsoft Word, Excel, and Outlook
- Proficiency in Salesforce.com and other sales automation software