



Job title: Sales Executive

Location: Lakewood, NJ

Salary: Salary (based on previous experience) + Commission

About us:

Royal Treatment is a full-service exterior treatment firm that's served New York, New Jersey, Pennsylvania, and Delaware since 2016. We help property managers & owners protect their assets – and get more out of their investment – with customized chemical treatments, expert waterproofing, and impeccable facade restoration.

Most jobs don't offer exciting and growth opportunities. Others have you sitting at a desk all day. We are here to provide a better alternative to our employees. At Royal Treatment, you will be out meeting with people, closing valuable deals, building relationships, and being part of an exciting, friendly team that will support you every step of the way.

Who you are:

You are someone who likes to be out closing deals, talking to people, and mixing it up in the community. You enjoy networking and communicating. You likely find people gravitate to you.

You love being engaged with multiple ongoing projects and can build quick rapport with strangers based on your passion, enthusiasm, and professionalism.

You are willing to get through 99 no's to get to that one powerful, valuable "yes!" that makes it all worth it.

You have a can do attitude, are pleasant and positive, passionate about doing a great job, love being on a team, are always trying to get better, and, most importantly, do the right thing every time.

Job summary/Overview:

- The Sales Executive is responsible for pursuing new prospects and selling Royal Treatments facade and building exterior solutions in the Real Estate/Healthcare space.

Job duties:

- Prospect: Consistently work on building a pipeline of target prospects through traditional means of prospecting (cold calling, email, phone, LinkedIn) as well as building and leveraging a diverse group of ecosystem partners to provide referrals and business development opportunities. Strong networking skills will be a benefit here.
- Develop Relationships: Respond quickly and engage with warm inbound leads generated from our sales funnel. Work with our existing relationships to build goodwill and drive additional opportunities.
- CRM: Track leads and manage CRM software
- Present and Close: Present approved proposals to prospective clients and close!

Job requirements and qualifications:

- B2B Sales experience strongly preferred
- Demonstrated success in sales and network
- Ability to think outside the box and get creative to drive deal-flow

1970 Swarthmore Ave. Suite. 4 Lakewood NJ 08701.

info@royaltreatment.biz | www.royaltreatment.biz | O-7329947911 | C-9173836568



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Job requirements and qualifications (cont.):

- Passion for helping people and problem solving
- Tech savvy – must be willing and able to use CRM software and basic email, word processing, etc
- Energized by ambitious goals and working in a fast-paced environment
- Great interpersonal skills: you're able to bring people along, inspire them,
- Writing – email and written sales experience a plus
- Previous experience with entire sales process and/or Real Estate; prospecting, sourcing sales, and establishing and leveraging network of partners and referrals

Other information:

Ability and willingness to travel to prospective clients' sites within 1 ½ hours drive from of Lakewood, NJ