

Title Insurance Marketing Representative

Would you like to join a dynamic and rapidly growing team where the sky is the limit? Our firm brings clarity and peace from contract to close. We are the glue keeping transactions together. We bring an outstanding level of service providing confidence through every real estate transaction to our agents, mortgage professionals, and other friends.

Responsible for:

You will be responsible for contacting real estate professionals and earn their business by building authentic relationships. You will then connect real estate professionals to our team and monitor the progress of their deals. You will be their "go-to" person and are expected to exceed all expectations. You will also bring educational resources from our team, such as GTR, WCR, BAREC to assist them and their offices to learn and develop.

Ideal Candidate:

- Ambitious, self-motivated individual willing to work beyond traditional workday to compete for business
- Outstanding communicator who is confident and persuasive in a way that fosters on-going relationships with stakeholders.
- Flexible and able to overcome challenges
- Able to build trust with clients
- Exhibit the utmost professionalism and maintain the positive image self and of the company
- Thinks outside the box and willing to employ creative, new ways to engage with agents. This might include but is not limited to; planning event or gathers (possibly after-hours) with the goal to strengthen and reinforce client relationships.
- Accepting of feedback and able to synthesize positive efforts and areas for improvement into organized documentation.

Duties:

- Going beyond sales: Identifying & meeting with the area's real estate agents & lenders to pursue & cultivate relationships that enable you to sell our title and closing services.
- Committed to follow through: Closing the loop with potential clients by responding to open questions & obtaining information that will persuade them to use our services.
- Trusted resource: Recognized by agents and lenders as the "go-to" person with the expertise & support staff to answer their questions.
- Socially savvy: Using social media to develop & maintain relationships with clients.
- Educating agents: Helping agents become better at their jobs by facilitating workshops with guest speakers & prepared materials.
- Minding the details: Sharing the results of meetings with supervising managers; preparing weekly reports to track & monitor business results, gains & losses.

Qualifications:

- One to two years' escrow, title, mortgage or real estate experience.
- Outside Sales: 1 year (Preferred)
- High school diploma or equivalent.
- Microsoft Suite proficient.

Job Type: Full-time

Schedule:

- Monday to Friday

COVID-19 considerations: We take the health of our team very seriously and take all government recommended precautions and then some.

License/Certification:

- Driver's License (Required)

Job Type: Full-time