



Business Development Specialist Job Description ***Grand Rapids Area***

Thank you for your interest! Come join a company of great talent, high performance and a strong and healthy culture that has led us to be one of the fastest growing companies regionally in our industry.

Grand Home Inspection (GHI) is a family-owned, well-respected residential home inspection company serving the West Michigan region since 2015 and has experienced accelerated growth thanks to our high level of customer service.

The opportunity:

A sales professional extraordinaire! *With focus in the Grand Rapids area*, our Business Development Specialist will drive home inspection sales through real estate agent referrals. This role builds relationships with real estate agents through in-person meetings, events, phone calls, and emails, social media and more to gain home inspection referrals, which includes driving new business and maintaining existing business. We are looking for a dynamic sales professional to join our collaborative, fully remote and growing company team.

You'll leverage your sales and closing skills to strengthen relationships and build customer loyalty year over year by creating strong, sustainable partnerships. You'll establish yourself as a valued member of the real estate market in your assigned territory. Purposeful prospecting with calls and personal meetings will drive the business growth most effectively.

Impact and Importance:

Our Business Development Specialists are the engine of Grand Home Inspection. The Business Development Specialist's objectives have great impact on the organization, as

the output of referrals and revenue ensures continued growth and success of the company.

What you will do:

- Drive exciting new business and home inspection sales through real estate agent referrals.
- Follow individual business planning and growth initiatives for achieving great goals.
- Build positive relationships with real estate agents through in-person meetings and events, phone calls, and electronic communications.
- Develop and deliver clear and compelling presentations to real estate office agents both in person and through virtual technology.
- Attend CE classes, agent events and shows for fantastic continuous learning and networking.
- Maintain strong existing business through the delivery of consistent and professional communication.
- Track, complete and submit timely and accurate activity/internal documentation, reports, and expenses.
- Attend weekly team meetings and support/assist other team members as needed.

What you will get:

- Competitive starting pay.
- Remote work and flexible hours.
- A growing company that encourages leadership development and promotion.
- Knowledgeable, encouraging, and present leadership.
- Family-friendly culture with regular employee events/gatherings.
- Inclusive and community-minded organization.
- Solid training and lots of learning opportunities.
- Fun, talented, and caring teammates.

What we are looking for:

- An awesome self-starter with ambition to grow and motivation to succeed!
- A service-oriented team member who is passionate for building business and strong relationships with real estate agents.

- Demonstrated ability in meeting sales objectives and goals.
- Impeccable interpersonal communication skills.
- Ability to make cold calls.
- Familiarity with marketing strategies and consumer psychology.
- Continuous learner, eager to innovate, implement new ideas and improve processes.
- Proficiency with word processing, spreadsheet, and presentation software.
- Ability and willingness to travel for trade shows and agent meetings.
- Proven and consistent track record of success.
- Excellent verbal and written skills including public speaking and presentation skills.
- Timely responsiveness and excellent follow through.
- Excellent organizational and time management skills.
- High speed Internet connection required.
- Proficient computer skills for word processing and presentation software with the ability to learn new software.
- Experience and understanding of how to work and collaborate with a remote, distributed team preferred.

Grand Home Inspection Mission:

Make the path to success easier for our team, clients, agents and all we serve by providing consistently exceptional service.

Grand Home Inspection Values:

Respect, Dependability, Contribution, Positivity, Integrity, Service, Energy, Flexibility

Grand Home Inspection Culture:

Being a superstar is hard and we will expect your best every day. We place a high priority on integrity, dependability, punctuality, extraordinary customer satisfaction and going above and beyond the job profile. You will receive from us a great work environment, competitive compensation and a flexible schedule. We value personal happiness and fulfillment, so we will look for opportunities to help you achieve your personal goals while offering perks and a fun atmosphere.

Job Type: Full-time

Pay: \$30,000.00 - \$70,000.00 per year

Interested?

Send resume and a bit about your interest in the job to

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