
About DepositIQ:

DepositIQ, LLC is a leading provider of security deposit alternatives to the rental housing industry. Our product enables property owners and managers to increase revenues and reduce bad debt. DepositIQ is headquartered in Denver, CO and works with clients nationally.

What we're looking for: US Sales Managers (Preferred bases: S. California, DC area or FL)

A Regional Sales Manager who has the desire & ability to quickly grow a new territory. As a Regional Sales Manager you will be responsible for obtaining new business within the multifamily housing industry by offering security deposit alternatives to apartment owners and operators. A successful candidate will have a strong sense of personal accountability when it comes to completing assigned activities and a history of exceeding revenue growth goals.

Primary Responsibilities

- New sales activities include the management of prospecting, qualifying, closing and follow up on implementations associated with new product sales.
- Generating new business within a given territory
- Meet or exceed assigned revenue goals and activity responsibilities
- The work load will be split between telephone work with prospects in your home office and outside fieldwork at client locations.
- Must obtain Property and Casualty Insurance License within 60 days of start.
- The position will be responsible for visiting management companies and owners in a geographic territory, attending managers' meetings with DepositIQ clients, attending industry functions on behalf of DepositIQ and meeting with client executive management.

Required Knowledge and Skills

- Four-year college degree and minimum of 2-5 years B2B sales experience required
- Sales within multi-family housing is required
- Ability to identify, qualify and prioritize prospects
- Experienced at presenting products and solutions in group settings
- Ability to assess a situation and quickly formulate the correct solution
- Ability to effectively and efficiently manage a geographic territory on an on-going basis
- Sales experience with selling SAAS solutions
- Computer software skills with Microsoft Excel, Word, Internet Explorer and PowerPoint
- Contact management software experience is a plus (Salesforce)
- Excellent verbal and written communication skills
- Industry meetings with industry associations and trade shows will also be required. These meetings are mandatory and may occur on evenings and weekends
- This person will be a self-motivated, hard-working, detail-oriented individual with punctual client follow-up on daily activities
- This person needs to be a self-starter that is motivated by winning
- Documented record of exceeding assigned sales quotas

If you are a qualified applicant and would like to be considered, send your resume to: hr@depositiq.com