

## Sales Director Multifamily

### Description

Lessen is one of the fastest growing companies in the real estate services industry. Our proprietary technology platform provides clients with portfolio dashboards, the ability to review and approve project estimates, check in on project progress in real time and pay vendors all in one place! But we aren't just a tech company. We are also a property service delivery company offering renovations, turns and maintenance to residential and commercial clients. Lessen recently acquired SMS Assist, an industry-leading facilities maintenance technology and delivery company. The new combined national footprint will serve more than 250,000 properties, facilitate approximately 2.5 million repair and maintenance orders, and complete nearly 20,000 renovation and turn projects per year. Lessen has quickly evolved from exciting startup to valued partner, delivering scalable and turnkey property services to our clients. We are looking for a highly motivated and experienced Sales Director to join our team and help us grow our property services business in the multifamily vertical. The ideal candidate will have a proven track record of success in developing and closing new business, as well as a deep understanding and experience selling into the multifamily industry. This is an individual contributor role, must have experience in the Multifamily Residential industry.

**What You'll Do:** You will be interacting, influencing, and developing relationships with managers, mid-level management and the C-suite, to drive their operational transformation strategy with market-leading operators of multifamily assets. Work inter-departmentally to develop and execute detailed account plans/strategies to secure new logo customers. Maintain hyper focus on identifying pain and develop a business-orient point of view that compels action. Continuously connect the dots within your account base to create executive alignments and develop broad relationships and engagement across targeted teams and leadership. Dedication to consistent pipeline generation and development. Exceed sales goals on a quarterly basis. Follow up with all clients and prospects in a timely manner and communicate effectively through all phases to close deals consistently. Disciplined data hygiene: consistent and timely documentation of sales details, pipeline and forecast in Salesforce. Identify and develop a strong ecosystem of relationships to expand market coverage, awareness and penetration within industry sector. Deliver a consultative customer experience by identifying pain or opportunity in an existing process and demonstrating partnership alignment that translates into a compelling business-oriented outcome and impact. End-to-end complex deal management and execution that enables success for both internal and external teams. Plan and lead exceptional presentations that result in a strong and clear understanding of how complex features and functionality drive a direct impact. Develop a deep understanding of each account's unique business and alternative options to effectively structure account strategies to support a Funnel win. Domestic travel required up to 25%.

**You Should Have:** Bachelor's degree preferred. At least 10 years of business development experience and a minimum of 5 years of complex sales to executives in large organizations, ideally in technology or services required. At least 5 years of sales experience within the Multifamily industry. Strong negotiation skills including contract language, legal requirements, and financial terms. Strong business development process and sales pipeline orientation, including effective use of CRM systems such as Salesforce.com. Basic knowledge of sales process, methodology and data required. Experience closing complicated solutions to senior operational stakeholders within the multifamily industry.

**Why Lessen:** Competitive compensation. Dental, Vision, Life, Disability options. 401K retirement savings plan. Paid vacation, federal and floating holidays. Maternity/Paternity Pay. Career advancement opportunities. All the tools you'll need to be

### Hiring organization

Lessen

### Job Location

Scottsdale, AZ

### Base Salary

\$ 60000 - \$ 110000

### Date posted

April 23, 2024

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successfullLessen is intentional about attracting, developing, and retaining amazing talent from diverse backgrounds. Weâ??re looking for teammates that are enthusiastic, empathetic, curious, motivated, reliable, and will help us amplify the positive & inclusive culture weâ??ve been building. Lessen is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, protected veteran or disabled status, or genetic information. Please mention the word \*\*SOUNDNESS\*\* and tag RMzUuMTk3LjQ2LjE1Nw== when applying to show you read the job post completely (#RMzUuMTk3LjQ2LjE1Nw==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

Job listing via [RemoteOK.com](https://www.RemoteOK.com)