

**SALES REPRESENTATIVE
FULL TIME POSITION
EXPERIENCED INDIVIDUAL (3-5 YEARS)**

Job Code: 53.MR.1

AFR Services, headquartered in Plano, Texas, is a national provider of lender risk management products including flood zone determinations, valuation products, insurance tracking, lender placed insurance and real estate tax service to banks and credit unions. AFR has earned a reputation for providing the highest quality products and unparalleled service to our lender clients. In a nutshell, AFR is synonymous with quality. If you are a sales pro and want to sell products you will be proud of, come sell with us!

SUMMARY

AFR is seeking individuals strong in consultation style selling. We will provide training to you on all our products including insurance tracking, insurance products, flood certificates, valuation products, property inspections and real estate tax service. Banks and credit unions utilize AFR and our products for underwriting decisions, collateral protection and meeting federal compliance requirements.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Daily responsibilities include:

- Cold calling banks and credit unions in your territory via phone creating awareness of our products
- Qualifying, building rapport and closing business with prospects
- Quarterly travel into your territory (85% inside sales / 15% outside sales)
- Maintaining the relationship with your key accounts
- Provide an excellent customer experience over the phone, via web demos and in person

QUALIFICATIONS AND EDUCATION REQUIREMENTS

- 3-5 years of experience in a similar role
- Minimum high school education
- Ability to work well in a team oriented environment

PREFERRED SKILLS

- Selling - You should consider yourself a sales pro
- Ability to build rapport quickly over the phone (zero cold call reluctance)
- Execute web demos clearly and concisely educating prospects on product benefits
- Texas Property and Casualty License is a plus
- Real Estate sales or mortgage lending experience is a plus
- Communicate clearly and concisely in writing and verbally
- Good organization and planning skills

BENEFITS

- 401k Retirement Plan
- Group Medical, Dental, Life, AD&D, Short Term & Long Term Disability insurance offered
- Flexible Spending Accounts