

INSIDE SALES REPRESENTATIVE at *TEMPLE VIEW CAPITAL*

FULL-TIME | ON-SITE IN BETHESDA, MARYLAND | 0-5 YEARS OF EXPERIENCE | ENTRY-MID LEVEL

Job Summary

We are seeking a proactive Inside Sales Representative to join our dynamic team at Temple View Capital. This role focuses on driving sales success within the private money mortgage market through both inbound and warm lead engagement, as well as self-sourced opportunities. The ideal candidate will thrive in a fast-paced environment, expertly managing the sales cycle from initial contact to loan closure, ensuring a smooth and efficient client experience.

Primary Functions

- **Engage with Prospects:** Actively handle inbound sales calls and follow up on warm leads to generate business.
 - **Lead Management:** Utilize our CRM to document interactions, manage leads, and maintain detailed records of sales activities.
 - **Loan Origination:** Guide potential clients through the loan application process, from initial inquiry to the final closing of the loan.
 - **Sales Strategy Implementation:** Apply in-depth knowledge of TVC products and market insights to tailor sales approaches that align with client needs and financial goals.
 - **Continuous Learning:** Participate in training and professional development opportunities to stay current with industry trends and enhance sales techniques.
 - **Collaboration and Reporting:** Collaborate with team members and report to the Inside Sales Manager to optimize sales strategies and achieve quarterly sales targets.
-

Education/Experience

- **Bachelor's Degree Preferred** in Business, Accounting, or Finance. Relevant experience may offset educational requirements.
 - **Continuing Professional Education:** Any additional certifications or training in sales, real estate, or finance are advantageous.
 - **0-5 Years of Professional Experience:** Open to candidates with various levels of experience, with exceptional sales skills being highly valued.
 - **Mortgage Industry Experience:** Prior experience in residential real estate, mortgage processing, or sales within a mortgage lender is a plus but not required.
-

Compensation

Salary + Commission: The position offers a competitive salary with the potential to earn additional commission. The expected total compensation is \$75,000 with no cap on commission. As well as an extensive benefits package.

Quick Links

- [Click to Apply](#)
- [Click to View Job Page](#)



INSIDE SALES REPRESENTATIVE at *TEMPLE VIEW CAPITAL*

FULL-TIME | ON-SITE IN BETHESDA, MARYLAND | 0-5 YEARS OF EXPERIENCE | ENTRY-MID LEVEL

Benefits

- **401(k) with Matching:** Contribute to your retirement savings with company matching, helping you secure your financial future.
 - **Health Insurance:** Comprehensive medical coverage to maintain your health and wellbeing.
 - **Dental and Vision Insurance:** Additional coverage to take care of your dental health and vision needs.
 - **Life and Disability Insurance:** Essential protection offered to give you peace of mind.
 - **Paid Time Off:** Generous leave policies including vacation days, sick leave, and 11 paid holidays to help you recharge.
 - **Flexible Schedule:** Offers flexibility to accommodate work-life balance.
-

Required Skills

- **Sales Proficiency:** Strong ability to close sales, manage a sales pipeline, and achieve sales targets.
 - **Communication:** Excellent verbal and written communication skills, with an ability to persuade and negotiate effectively.
 - **Technological Aptitude:** Comfortable using CRM systems like Salesforce, and proficient in Microsoft Office, especially Excel.
 - **Problem Solving:** Ability to identify challenges and develop creative solutions to overcome obstacles and close deals.
 - **Self-Motivation:** Highly motivated and able to work independently as well as part of a team.
 - **Attention to Detail:** Meticulous with documentation and follow-up.
 - **Adaptability:** Capable of adjusting to new information, challenges, and changing priorities.
-

Location

- Onsite, Full-Time, 9AM-6PM or 10AM-7PM
 - Bethesda, MD
-

Quick Links

- [Click to Apply](#)
- [Click to View Job Page](#)