

OUTSIDE SALES MANAGER at TEMPLE VIEW CAPITAL

FULL-TIME | REMOTE OR ON-SITE IN BETHESDA, MARYLAND | 0-5 YEARS OF EXPERIENCE

Job Summary

As an Account Executive, you will join our existing sales team to generate and maintain business relationships with qualified real estate investors who utilize residential Business Purpose Loans (BPLs). Your goal will be to establish TVC as a primary financing option for high-quality borrowers within the real estate investing space. You will need to develop an in-depth understanding of TVC product guidelines, sales and marketing tools, and delivery processes/workflows to ensure a smooth transition from Processing through to Closing.

Primary Functions

- Prospect new borrowers via cold-calling, attending conferences, and in-person meetings with real estate investors.
- Diligently assess prospects to ensure they meet TVC's credit requirements for loan qualification.
- Build and manage a book of new and repeat borrowers, fostering long-term relationships.
- Meet minimum monthly production requirements.
- Maintain accurate and timely records related to client relationships in TVC's customer resource management system (Salesforce) on no less than a weekly frequency.

Education/Experience

- Bachelor's degree in Business, Accounting, or Finance or an equivalent combination preferred; may be offset by other education and applicable training/experience.
- Previous residential real estate experience with lending, mortgage processing, or contributing to another mortgage lender function is a plus, but not a requirement.

Compensation

- Salary + Commission: The position offers a competitive salary with a TVC commission plan and the potential to earn additional commission.
- Commission Structure: The more you sell, the more you have the ability to earn, with bonuses based on production.
- Floor of the Job: Realistically, considering the minimum production expectations, the floor of this job is set at \$100,000.
- Median Total Compensation: Over the course of a year, the median total compensation for someone in this role is estimated to be in the range of \$250,000 to \$350,000.
- Top Performer's Compensation: Our top performer in this role has consistently achieved close to a million in total compensation.
- Sales Goals: Achievable sales goals are set to ensure success, with opportunities for financial growth based on performance..

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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.
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Required Skills

- Knowledge of residential real estate appraisal forms, concepts, and valuation techniques.
 - Motivated and organized self-starter with strong attention to detail and the ability to manage personal pipeline.
 - Ability to exercise sound, reliable, independent judgment.
 - Strong team player with excellent written, verbal, and interpersonal communication skills.
 - Comfortable working at a fast pace under demanding deadlines.
 - Demonstrated ability to establish competency with new technologies and applications.
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Location

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