



Business Development Manager

RL Property Management is looking for a high-performance salesperson.

- Are you a networking all-star who loves helping people? Do you have a passion for real estate or property management? Do you have at least 3 years of professional sales experience? If you are a fast learner, naturally empathetic, love people, and want to take accountability for the growth of a high-performance local business focused on customer success, then we want to talk with you!

About RL Property Management

- We manage over **600 rental homes and apartments** on behalf of property owners. We take care of everything including leasing, rent collection, and maintenance
- We have a team **25 full-time employees** and are growing quickly
- Our office is located in **Gahanna**, but we manage properties all over the greater Columbus area. The company is 10 years old.
- We have a **steady stream of inbound leads** from our outstanding SEO (try searching google for "Columbus Property Management). The company receives 20 to 30 valid warm leads per month organically. You will have the opportunity to close all of these leads.
- Our firm is a "**pure play**" **property management company**. We do not do real estate sales or anything else. We're focused on growing revenue and "doors under management" while providing great service to our property owners and tenants.

Core Values of RL Property Management

- Clear Communication
- Figure It Out & Get It Done
- A Place For Everything and Everything In Its Place
- We Lend a Hand, Always
- Do It In Realtime

Responsibilities

- Respond to all incoming leads, initiate zoom/in-person/phone conversations with prospects, and determine if they are qualified to work with our company (most are not).
- Continue cultivating (and closing) your active pipeline of prospects.
- Develop your own "book of business" through local networking, online social media activity, and developing referral relationships with realtors, brokers, and other real estate professionals.
- Manage the pipeline within our CRM with current notes and statuses
- Complete the necessary forms and paperwork to onboard new properties
- Learn RL unique policies and procedures and relevant real estate laws
- Develop yearly/quarterly sales goals and successfully attain those goals

Requirements

- Must be able to work in our office located in Gahanna at least 2 days per week
- An interest in residential property management
- Clean criminal history, background check required
- Responsive
- Great Listener
- Clear Communicator
- Fast Learner
- Coachable
- Resilient
- Experience using and maintaining a CRM
- Track record of successfully reaching sales targets

Compensation:

- Base salary plus commission (expected range: 50 to 90k per year)
- Annual bonus

Benefits:

- Simple IRA with 3% company match
- Flexible schedule
- Hybrid work environment

- Health insurance
- Paid time off
- Professional development assistance
- Paid Parental Leave

Please contact info@rlpmg.com with your resume if you are interested in joining our team