

# Frontier Title & Closing Services

## Account Executive

### General Information

Job Location: Wauwatosa, WI

Employment Type: Full Time

Salary: Base Salary with Uncapped Commission

Benefit Notes: 401K, Health, Dental, Vision, Short- and Long-term disability, paid vacation, etc.

Required Education: Associate degree, bachelor's degree, technical certification, or equivalent professional experience preferred.

### Who We Are

Frontier Title offers full-service commercial and residential title products, and we are an industry leader in new construction, offering personal and professional service with excellent turnaround times to leading builders. With our experienced team of professionals, you'll receive the assistance you deserve and the coverage you need. We have five office locations servicing nine counties from Milwaukee to Madison. If you live in the counties of Milwaukee, Waukesha, Ozaukee, Washington, Racine, Kenosha, Jefferson, Dodge, Walworth, or Dane, our friendly staff can help satisfy your needs by providing a quality product in a timely manner at a reasonable price

### About the Role

This role reports to the Director of Sales & Marketing. The ideal candidate will possess strong sales, interpersonal and organizational skills. They should be comfortable with multitasking and be able to budget their resources to meet a goal. Frontier wants an Account Executive that can fit in with our current dynamic team of industry leaders – we are looking for a team player with a go get 'em attitude. Upon hire, this candidate will receive immediate extensive training through our three-to-four-week education program, as well as continued education through monthly sales team meetings. This opportunity would be great for someone looking to advance their sales career to the next level. Frontier offers a salary plus commission pay structure, with uncapped earning potential from the start. We provide a top-of-the-line Customer Relations Management tool, Salesforce, to increase efficiency and maximize daily potential. Each Account Executive has their own territory, meaning equal opportunity and continued personal career growth.

### Qualifications/Responsibilities

- Sales experience – preferably in an environment with set targets
- Real estate and/or financial services industry experience strongly encouraged, but not required
- Experience with sales strategies that include networking, social selling and community outreach
- Strong organizational skills; ability to manage daily, weekly and monthly schedule
- Maximize the efficiency of the CRM data and software (Salesforce) to improve lead and contact management.
- Ability to nurture, build and retain client relationships; utilize lead generation tools to bring new customers to Frontier
- Team player with a positive collaborative attitude and the ability to learn and grow
- Seek continued knowledge and stay abreast of changes in the real estate and title industry and other external conditions that may impact your customers
- This position requires a daily schedule of both in-office and out in the field activities and tasks.
- After hour networking and community involvement based on monthly calendar of association and organization events.