

NATIONAL SALES EXECUTIVE

Location: Remote: (30% estimated travel involved)

Compensation: Competitive Base Salary + Generous Commission & Bonus

Direct Report: Vice President

POSITION OVERVIEW

J Turner helps multifamily leaders turn online reputation into performance; stronger occupancy, healthier renewals, and a clearer path to revenue. Our work is grounded in data, powered by practical insight, and built for operators who want results, not noise. We are multifamily's reputation and resident satisfaction powerhouse.

The National Sales Executive is a strategic hunter who loves building and winning new partnerships. You'll thrive here if you're the type of seller who can diagnose patterns, build a plan, run a clean pipeline operating system, and close with confidence. This role is for someone who moves fast, thinks ahead, and brings a consultative approach to how they prospect, qualify, and drive deals to signature.

RESPONSIBILITIES

- Generate pipeline via SMART Apartment Data, LinkedIn, targeted social, events, referrals, and account-based, sequenced outbound.
- Prioritize and run a focused target list + account plans.
- Multi-thread enterprise deals. Map decision makers, champions, blockers, and procurement/legal paths.
- Manage a balanced pipeline (velocity + enterprise) with disciplined prioritization and follow-up.
- Lead sharp discovery and consultative conversations that align needs to measurable outcomes.
- Execute sequenced, multi-channel outreach (phone, email, text, social, direct mail, events, virtual/in-person) that earns replies and meetings. Keep HubSpot clean and current using stages, notes, next actions, and forecasts you can defend.
- Build a repeatable operating system: weekly planning, daily activity blocks, and a tight follow-up cadence.
- Own the full deal cycle: qualify → propose → negotiate → close.
- Build clear, decision-ready proposals in Qwilr tied to measurable business impact and a clear path to "yes."
- Run tight deal reviews by identifying risk early, removing friction, and driving decisions forward.
- Stay market-smart by track trends, competitor moves, and prospect feedback; share insights that improve playbooks.
- Represent J Turner at conferences/events; set meetings, lead conversations, and convert activity into pipeline.
- Ensure a clean handoff into onboarding by setting expectations that support a successful partnership
- Contribute ideas that strengthen team strategy, messaging, and process as we scale.

JOIN OUR TEAM

