

## Renewal Sales Manager

### Looking for an exciting career with advancement potential?

First American Home Buyers Protection Corporation, a wholly owned subsidiary of The First American Corporation (a Fortune 500 company) has an immediate need in our **Odessa, TX** location for a Renewal Sales Manager with 5+ years of experience in a call center environment! The Renewal Sales Manager is responsible for hiring, training, counseling, and supervising Renewal Sales Representatives.

#### Responsibilities:

- Interview and hire new Renewal Sales Representatives.
- Schedule and deliver on-going training to renewal sales reps.
- Periodic monitoring, for training and counseling purposes, of sales calls of each sales representative.
- Assist reps by answering questions that pertain to home warranties.
- Motivate sales representatives via positive reinforcement, sales meetings, and periodic sales contests.
- Develop and update sales tools and training programs.
- Assist sales reps with sales transactions on lead tracking system or manual paperwork necessary to process sales.
- Be a positive influence to sales representatives *at all times*.
- Lock up and secure the call center as scheduled.
- Statistical reporting and tracking of department sales efforts.
- Give Sales performance evaluations to sales staff.

#### Requirements:

- Prefer bachelors degree plus 5+ years of experience
- Special Projects are handled timely, professionally and accurately.
- Key training topics are well prepared and professionally delivered.
- Work cooperatively with others and always offer positive recommendations.
- Swing Shift, 1 PM - 10 PM
- The Renewal Sales Manager reports directly to the Renewal Call Center Manager.

If you match the qualifications and are interested, please e-mail your resume to: **[TSTRMI445705@net-apply.com](mailto:TSTRMI445705@net-apply.com)**.

M/F/D/V

To learn more about our company, please visit our website @ [www.firstam.com](http://www.firstam.com)

The First American Corporation is a Fortune 500 company and is the nation's largest data provider, supplying information resources and services that impact the major economic events of people's lives. We serve mortgage, real estate, and consumer-related businesses, as well as consumers themselves, with the data to help them make decisions, operate their businesses, and advance their lives. Tracing our history to 1889, The First American Corporation (NYSE: FAF) is based in Santa Ana, California. Today, with revenues exceeding \$6 billion, our company has 31,000 employees and 2,000 direct offices throughout the United States and abroad.