

Salary: **£28,000-£30,000 basic salary + performance-based commission**

Realistic OTE: **£35,000+ depending on performance**

Job Type: **Full-time, Field-based 75% / Office 25%**

Location: **East and West Midlands**

Office Base: **Coleshill, B46 3AD**

Freeman Real Estate is looking for an ambitious and confident Field Sales Executive to help drive the growth of our property portfolio across the Midlands.

This is a fast-paced, field-based sales role focused on winning new business and building relationships with landlords and property owners. You will be responsible for identifying opportunities, arranging meetings, negotiating terms, onboarding new properties and liaising with our network of housing providers to secure long-term leases.

We are seeking someone who is commercially minded, self-motivated and comfortable spending time out in the field generating opportunities and building strong professional relationships. In order to be successful in the role you must have excellent communication skills, a proactive attitude and the confidence to influence decisions and close deals.

This role would suit someone who enjoys speaking with people, thrives in a target-driven environment and is motivated by growth, performance and success.

### **The Reality of This Role:**

This role offers the opportunity to develop within an expanding business, with the chance to take increasing responsibility for landlord relationships, deal management and portfolio expansion.

Success in this role will require consistency, persistence and the ability to work independently whilst managing relationships and business activity across the Midlands. You will need to effectively manage your own pipeline, remain self-motivated whilst working independently, communicate confidently and professionally overcome challenges and objections throughout the sales process.

You will be responsible for following up on inbound leads and enquiries, whilst also proactively sourcing new business to maintain a strong pipeline of potential deals.

This role will require someone who is comfortable spending a significant amount of time in the field attending meetings, inspecting properties and building relationships with landlords and property owners.

We will provide training, guidance and ongoing support to help you develop within the role, with the long-term aim of helping you become confident independently managing deals from start to finish.

### **About Us:**

Freeman Real Estate is a specialist Lettings Agency operating within the supported housing and care sector. We manage landlords' properties, act on their behalf as their agent, and set up long-term leases with pre-approved housing providers, typically for terms between 3 and 10 years.

As demand across the supported housing and care sector continues to grow across the Midlands, we are rapidly expanding our property portfolio and building long-term partnerships with landlords, housing providers and care organisations to create safe and secure homes for those in need.

Our focus is simple:

- Helping Landlords maximise the value and potential of their properties.
- Building strong partnerships with Housing Providers across the sector.
- Creating long-term housing solutions for people in need.

### **Role Overview:**

This is a field-based business development role focused on generating new landlord opportunities, onboarding suitable properties and securing long-term leases with our housing providers.

You will be responsible for managing opportunities from initial enquiry through to agreed lease terms, working closely with landlords, housing providers and internal teams to successfully bring new properties on board.

### **Key Responsibilities:**

- Generate new landlord and property opportunities across the Midlands.
- Build and nurture long-term relationships with landlords, property owners and investors.
- Conduct outbound calls, networking and targeted outreach to generate new business.
- Manage and convert inbound landlord enquiries into onboarded properties.
- Attend networking events and exhibitions to proactively build relationships and generate new business.
- Attend property viewings and assess suitability for housing provider requirements.
- Present Freeman's model professionally and confidently to landlords and property owners.
- Provide rental estimates based on property layout, condition and provider demand.
- Negotiate management agreements, lease terms and commercial fees with landlords.
- Manage your pipeline from initial conversation through to completion.
- Coordinate with landlords, housing providers, contractors and internal teams to progress deals efficiently through onboarding and set-up.
- Oversee refurbishment and set-up works to ensure properties meet housing provider requirements and are brought to a lettable standard efficiently.
- Maintain accurate CRM records and ensure key compliance steps are completed before handover.
- Complete property inventories at the start of a tenancy.
- Arrange key handovers with housing providers.

### **What We're Looking For:**

We are looking for someone who is confident, proactive and comfortable building relationships with new people. A successful candidate will be professional, commercially aware and capable of communicating confidently with landlords, property owners and housing providers.

You should be comfortable working independently, managing your own workload and maintaining consistent activity within a field-based role.

The ideal candidate will have:

- Strong communication and interpersonal skills

- Confidence speaking with new people both over the phone and face-to-face
- A proactive and self-motivated attitude
- Good organisation and time management skills
- A professional and solution-focused approach
- Commercially aware and target-driven
- Resilience when dealing with rejection
- The ability to work independently in a field-based role
- Ambition to progress within an expanding business

Previous experience in sales, business development, lettings, estate agency or property sourcing would be beneficial, but is not essential for the right candidate.

**A typical day in this role may include:**

- Speaking with prospective landlords via phone call, email, video calls and face-to-face meetings
- Generating new business through networking, referrals, exhibitions and proactive outreach
- Arranging and conducting property viewings with landlords and housing providers
- Following up on inbound landlord enquiries and progressing new opportunities
- Presenting Freeman Real Estate's model to landlords and discussing potential lease opportunities
- Marketing available properties to our network of preferred housing providers
- Negotiating management terms, lease agreements and commercial fees with landlords
- Coordinating with internal teams, landlords and housing providers to progress deals through to completion
- Monitoring deal progression and maintaining a consistent pipeline of active opportunities

**Performance Bonuses:**

- You will have the opportunity to earn performance-based commission linked to the revenue generated from properties successfully brought into the portfolio and leased through Freeman Real Estate.

**Perks and Benefits:**

- Competitive performance-based bonus structure
- Business mileage covered
- Company mobile phone
- Company laptop or tablet
- Company pension scheme
- Company events and achievement incentives
- Ongoing training and development
- Opportunities for career progression within a growing company
- Support with relevant industry qualifications

**Requirements:**

- Valid UK driving licence
- Right to work in the UK
- Your own car

**How to Apply:**

When applying, please include a short paragraph answering the following questions:

1. Why does this type of field-based sales role appeal to you?
2. What makes you confident in your ability to build relationships and generate new business opportunities?
3. What interests you about Freeman Real Estate and this opportunity specifically?

If you're confident speaking with new people, motivated by results and want to build a career within a growing property business, we would love to hear from you.