



WE'RE HIRING

BAILEY ROUTZONG

UNIQUE OPPORTUNITY FOR

# SALES ORIENTED PERSON



## DO YOU HAVE SALES SKILLS?

## ARE YOU FAMILIAR WITH THE EARLY EDUCATION INDUSTRY?

Bailey Routzong — the 28-year leading brokerage firm in the for-profit private school business — is looking for the right person to join our Team and deliver *Maximum Marketplace Value* for our school owner clients.

While the Candidate will benefit from a steady flow of company-generated inbound leads, the position also requires outbound sales efforts to prospects. Several team members will be involved with in-depth training of the candidate, but most training will come from the Senior Client Advisor.

## RESPONSIBILITIES

- Traveling to meet owners and tour schools (2 trips per month)
- Overseeing business and real estate valuations and report preparations
- Marketing company offerings to prospective purchasers
- Negotiating offers, managing due diligence, and closing transactions
- Updating client and sales cycle information in CRM
- Participating in workshop presentations at educational conferences

## EARN MINIMUM \$300K+ WITHIN 3 YEARS

At-plan earnings are targeted to be minimum \$300,000+ annually within 3 years. In the first 3 years the candidate will have a base salary (DOE), plus commissions. The base salary will scale back over years 1-3, culminating in a straight commissioned sales opportunity at the beginning of year 4, by which time the candidate is expected to be earning \$300,000+ annually in commissions. Additional benefits include standard vacation, a stipend for health benefits, and reimbursements for company expenses.

## REQUIRED SKILLS AND BACKGROUND

- “Hunter” sales mentality
- Ability to travel up to 25% locally and nationally
- Exceptional people skills and empathy to help clients make significant financial decisions
- Bachelor’s degree
- Intermediate knowledge of Microsoft Office including Excel
- Intermediate understanding of P&Ls and balance sheets

## PREFERRED SKILLS AND BACKGROUND

- Multi-site operations or financial management in early childhood education or the K-8 sector
- Experience conducting complex and/or substantial business or real estate sales transactions



Send Resumes To:  
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To Learn More,  
Visit: [BaileyRoutzong.com](http://BaileyRoutzong.com)