

LAND PROFIT

GENERATOR

Accountability Partner/Coach Job Description

Job Description

Orbit Investments, LLC is seeking to add its next superstar to our rapidly growing team! This individual will guide, support, and push for continuous progress as our clients go through our intensive business training programs, as well as help gain new customers, via referrals and extend the customer life cycle via Renewals.

This is a unique and dynamic full-time role that is perfect for an individual who is sales oriented and desires to work with people and help them succeed in the space of real estate investing. Candidates must display high energy, professionalism, exceptional organization, and the ability to communicate in a clear and efficient way.

The role has two parts.

1. The accountability/coaching part where our team member oversees helping their assigned students through the standard challenges that someone faces when starting a new business. This includes regular check-ins with the student, researching and answering questions, and assisting one of our Master Coaches in the facilitation of a 6-week Quick Start Intensive Group training class which starts off our Coaching program. We pride ourselves in providing elite customer care and helping our students to success no matter what it takes.
2. Reaching out to our students for referrals and starting conversations about them renewing coaching (mostly because they are doing so well, and our program is so great, that they don't ever want to leave our environment). Within that part of the role, we are looking for our Accountability Partners to be comfortable in generating a flow of such referrals from our students by helping the students post information on social media. Given that we have such a huge student success rate, this is often easy because the students are raving fans of our program already, making it easy for them to refer us. After such an introduction is made our Accountability Partners then guides the prospect towards having a conversation with our dedicated sales team or over time directly convert such prospects into clients and receive a bonus commission compensation for that.

We provide a structured program format for the accountability partner/coaches to master our investment method training, complete with a progressive curriculum, templates, worksheets, as well as a comprehensive 5-week training program to get you ready, as well as provide regular sales and presentation training.

Ideal candidates are outgoing, professional, fun to work with, caring, and highly committed to their student's success and should have the ability to confidently engage the students and prospects, convey feedback and direction in a supportive, and professional, yet caring way. Prior business, sales, and or coaching experience while not required, would be beneficial. Must love systems and enjoy finding ways to consistently innovate for improved results.

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Memory and documentation skills to facilitate progressive conversations and truly build valuable relationships are essential. Communication skills both written and verbal, as well as a good video presence will be the key determining factor for success.

Must be willing to grow and learn, because this is not a job but a career, where our team members not only learn how to become great accountability partners, but also become great leaders of their clients/students, and guide new potential clients towards becoming new students. Must be willing to want to truly become an expert in the models and systems we teach. We are open to individuals who have had career experience that lends itself well to the key career requirements.

Also, you will have career opportunities and the opportunity for substantial earning upside through referrals and renewals from the assigned client/customer base.

Responsibilities include:

- Assist our Master Coaches with facilitating our “6-Week Quick Start Intensive” Group Coaching program.
- Account Management of assigned students that includes:
 - Proactively reaching out to students regularly for maximum success
 - Conducting 1-1 student coaching consultations as needed
 - Administration of messages and all communications with students
 - Being active on Private Facebook Group responding to student inquiries.
 - Regular referral and renewal conversations with students for maximum retention and growth (also this comes with an additional income opportunity)
 - Being the main point of contact for our beloved students for all things that can help them to succeed in our program.
- Embracing the pre-sales role that the role contains by asking for regular referrals from students
- Actively working with the students towards renewing their coaching relationship when the coaching time is close to being used up.
- Become an expert in our Program Platform, tools, and resources.
- Coordinate specialty Coaching calls for students with other coaching staff as needed.
- All-In contributing team member in online chat groups and during company events
- Responsible for tracking, measuring, and documenting each member’s progress and results.
- Correctly assessing next steps and yielding testimonials driven by wins achieved in the program.
- Coming up with innovative ideas, suggestions and proactive actions to be taken to grow
- Yielding consistent referrals and introductions to new potential clients from existing ones
- Other duties that may be assigned to you within the parameters of the role as an Accountability Partner.

In other words, we are looking for team members who want to help change lives, by being ALL-IN on taking our customers to success and leading new prospects down the path of becoming new students.