

LAND PROFIT

GENERATOR

Job Title:

Coaching Program Manager

Job Description:

Land Profit Generator is seeking to add its next superstar to our rapidly growing team! This individual will guide, support, and push for continuous progress as members go through our intensive 12-month business coaching programs.

This is a unique and dynamic full-time role that is perfect for an individual who desires to work with people and help them succeed. Candidates must display high energy, exceptional organizational and project management skills, and the ability to communicate in a clear and Four Season's way to deliver "WOW" and "Happiness" to our customers.

We provide a structured program format for the coaches to facilitate, complete with templates, worksheets, and a progressive curriculum.

Ideal candidates will have business, leadership and/or coaching experience and can demonstrate the ability to confidently convey feedback and direction in a non-emotional, yet supportive way. Must love systems and enjoy finding ways to consistently innovate for improved results.

Communication skills both written and verbal will be the key determining factor for success.

Must be willing to invest heavily in going through our programs and truly becoming an expert in the models and systems we teach. We are open to individuals who have run a business of their own or manage and lead coaching programs in the past or have had career experience that lends itself well to the key career requirements.

Responsibilities Include:

- Customer Relations with our high-end coaching clients to ensure customer satisfaction and success in Four Season's style.
- Day to Day logistics of planning, scheduling coaching curriculum.
- Coach assignment and onboarding of new coaching clients.
- Accomplishes department objectives by managing staff; planning and evaluating department KPIs and activities.

- Maintains staff by recruiting, selecting, orienting, and training employees.
- Ensures a safe, and secure work environment.
- Develops personal growth opportunities.
- Accomplishes staff results by communicating job expectations, planning, monitoring, and appraising job results.
- Coaches, counsels, and manages accountability coaches in conjunction with our Coaches Development Manager.
- Develops, coordinates, and enforces systems, policies, procedures, and productivity standards.
- Establishes strategic goals by gathering pertinent business, financial, service, and operations information.
- Defines objectives, identifies and evaluates trends and options, chooses a course of action, and evaluates outcomes.
- Accomplishes client objectives by forecasting required load capacity per coach on a weekly and monthly basis
- Accomplishes financial objectives by preparing an annual budget, meeting referral, renewal objectives, scheduling expenditures, analyzing variances, and initiating corrective actions.
- Maintains quality service by enforcing quality and the highest customer service standards in the real estate education business, by creating auditing and review process of coaching calls for entire student body, analyzing and resolving quality and customer service problems, and recommending system improvements.
- Contributes to team effort by developing jointly with Head of Sales sales training and rolling out such training for coaching division and thus accomplishing sales related results in area of renewals, referrals during and outside of sales conversion events.

Skills and Qualifications:

- Project management skills
- Experience training and supervising employees
- Great interpersonal and verbal communication skills
- Strong time management and organization skills
- Attention to detail
- Knowledge of land flipping, real estate, or coaching business (preferred)

Compensation:

We offer a competitive salary with full benefits, plus the occasional bonus or two!

Want to become a member of our Dream Team?

Submit your resume and references to wendyh@orbitinvestments.com