



Inside Sales Representative – Business Brokerage Sunbelt Business Advisors of Southwest Ohio

Are you a relationship-driven sales professional who thrives on uncovering opportunities and building connections? Do you have a natural curiosity and a drive to help business owners explore their options? If so, we want to hear from you!

Who We Are:

Sunbelt Business Advisors of Southwest Ohio, we specialize in helping business owners successfully transition their companies. We work primarily on the sell-side, representing owners in industries such as IT, manufacturing, distribution, logistics, and transportation, with annual revenues between \$2 million and \$20 million. We also assist a select group of buy-side clients in finding the right acquisition opportunities.

What You'll Do:

As an Inside Sales Representative, you will be responsible for lead generation and business development, focusing on identifying and engaging business owners considering an exit. You will also help source potential acquisition targets for our buy-side clients. This role requires strategic outreach, relationship-building, and a consultative sales approach.

Key Responsibilities:

- **Outbound prospecting** via cold calling, emailing, direct mail, and networking to generate leads.
- **Develop and nurture relationships** with business owners, referral sources, and industry professionals.
- **Qualify potential sellers** and acquisition targets to determine fit.
- **Maintain and update a CRM system** with accurate records of outreach and follow-ups.
- **Work closely with our team** to transition qualified leads into clients.
- **Attend industry events** and networking opportunities to expand our reach.

Who You Are:

- **A natural relationship-builder** who enjoys talking to people and uncovering opportunities.
- **A self-starter with a hunter mentality**—you take initiative and don't wait for leads to come to you.
- **Curious**—you ask thoughtful questions to understand a business owner's goals and motivations.
- **Committed and consistent**—you understand that persistence and follow-up are key to success.
- **Not overly aggressive**—you know how to engage without being pushy.
- **Excellent verbal and written communication skills.**
- **Experience in B2B sales**, lead generation, business brokerage, commercial banking, financial services, or similar fields is a plus.



Why Join Us?

- **Meaningful work** – Help business owners navigate one of the most significant decisions of their lives.
- **Competitive compensation** with base salary + commission structure.
- **Growth opportunities** within a fast-paced, dynamic industry.
- **Supportive team environment** where your contributions matter.

How to Apply:

If you're excited about this opportunity and think you'd be a great fit, send your resume and a brief cover letter explaining why you're interested to kvriner@sunbeltnetwork.com.