
CLIENT DEVELOPMENT ASSOCIATE

rebuilt

The Client Development Associate at Rebuilt Parish works directly with the Director of Client Development Director to prospect for parishes who have been identified as “Rebuilt Curious” and “Rebuilt Inclined.” They will nurture these relationships by following the Rebuilt 3-step prospecting process. They will prequalify parishes who meet the Rebuilt criteria.

Rebuilt Team

The Rebuilt Team works collaboratively to impact the minds and hearts of parish leaders so they can refocus on reaching the un-churched in their community.

Must-Haves

- Sales Prospecting, prequalifying and closing
- Proficiency in HubSpot software preferred; knowledge of Kajabi a plus
- Must align with the vision and mission of Rebuilt Parish.
- Proficiency with Hubspot
- Strong communication skills
- Strong interpersonal skills, must be “likeable”
- Problem Solving Skills

General Responsibilities

Prospecting

- Attend Monday Client Development meeting
- Hubspot leads (Rebuilt Curious & Rebuilt Inclined)
- Follow Rebuilt 3-step prospecting process
- Master note taking in Hubspot

Prequalifying

- Identify parish pain points
- Shadow Client Development Director
- Schedule coaching consultations

Onboarding New Clients

- Send Welcome Packet
- Ship books