

We're looking for smart, driven, and outgoing teammates to join **The RealPage Sales Academy**, one of the most strategic and growth-focused SDR programs in the country.

Prepare to **LAUNCH** your career and take it to the next level with us!



Top 10 Qualities of a Great SDR



Intelligent

You don't just know the answers—you ask the right questions. Pair sharp IQ with savvy EQ, and you're unstoppable in building trust and closing deals.



Curious

Curiosity is your secret weapon. It drives you to dig deeper, uncover the "why," and find opportunities others miss.



Creative

You don't settle for the obvious. Your ability to think differently turns challenges into breakthroughs and prospects into partners.



Self-Motivated

You bring the hustle every day. No micromanaging needed—your drive for success keeps you moving forward.



Coachable

You're hungry to grow. Feedback isn't just advice; it's fuel for your next big win.



Organized

You work smarter, not harder. Structure, strategy, and a killer to-do list keep your pipeline flowing and your results on point.



Collaborative

You know the power of "we." Whether brainstorming with teammates or celebrating wins, you lift the whole team higher.



Self-Aware

You know your strengths and lean into them. But you also see where you can improve, and that's what makes you unstoppable.



Energetic

You bring the vibe. Your energy creates momentum, keeps conversations alive, and leaves a lasting impression.



Optimistic

You see the opportunity in every challenge. With a "glass-half-full" mindset, success is always within reach.

Interview Tips

Be Over-Prepared.

Know RealPage, know multifamily, know the role. Dig into our competitors, the property tech space, and your interviewer(s). Preparation shows you're serious and ready to make an impact.

Show Up Sharp.

Your presentation is your brand. Dress to impress, and ensure your Zoom setup is clean, professional, and distraction-free. Details like these speak volumes.

Ask Smart Questions.

Insightful questions aren't just expected—they're your chance to shine. Show you're curious about RealPage, SaaS sales, and how this role fits into your career trajectory.

End with Impact.

Don't let the interview end without reminding us why you're the best fit. Reinforce your value, share any final thoughts, and leave us excited about you.

You're Interviewing Us Too.

This is your career, so make sure RealPage is the right fit for you. We're proud of what we've built and are here to answer your questions—think of this as a two-way conversation about your future.



Interview Process

1. Resume and Review
2. Quick recruiter phone call
3. Panel Interview with 2 managers
4. Video pitch
5. Final Panel interview with Sr. Director of Sales Development and VP of Inside Sales