

United Arab Emirates Jobs Expertini®

CSO - Sales Director (for German clients) at Realiste AI

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Company: Realiste

Location: united arab emirates

Category: other-general

Realiste is looking for an experienced Sales Director to join our team, with a primary focus on our German customers. As the Sales Director, you will be responsible for developing sales strategies and building a sales team according to the needs and preferences of the German market. Compensation: \$5000-20000 + KPI + Shares

About the Company: The world's first real estate exchange, powered by AI. Our mission is to transform the global real estate market. We assist investors in conducting remote real estate investment transactions worldwide.

Realiste AI Business Model: Customers are organically attracted to the platform. After registering their phone number, users gain free access to our platform, fully equipped with real estate listings and analytical tools. Our support service helps users select properties and facilitates transactions. After completing a transaction, real estate sellers pay a commission to Realiste. The company was founded in the UAE and is currently expanding into new markets. The platform already has real estate data from over 110 cities worldwide, and this number is set to increase rapidly in the near future!

Criteria: A seasoned coach, personally closed many deals and taught others how to close deals. Well-acquainted with the local market, with at least 5 years of experience in the local market. Able to showcase their content (videos) or demonstrate a seller training system. Able to provide details of deals they have closed (names, dates, prices). Has a network of excellent salespeople with whom they have worked or previously worked and can engage them within one week. Demonstrates a thorough understanding of the job essence and methods for achieving results.

Qualities: extroverted, not afraid to take initiative and personally close key clients, primarily motivated by money and recognition, has appeared in videos, created

content, developed training systems, and can evaluate our sales system as a customer to highlight flaws and propose improvements. Company Principles and Culture: Customers come first for us. Our AI offers clients advantages over traditional investment methods. Always act in the company's interests. Culture matters. Avoid working with dishonest people. We treat everyone equally, regardless of age, religion, and other factors. Our clients should earn a return at least twice the market average, with risks at least twice lower than the market average. Unit economics should always be positive. Always calculate all costs and unit economics (of the business, your time for the company, offers for clients). Always calculate the real cost of downtime from your inaction and your colleagues for the company and take actions to ensure there is no downtime (this applies to your decisions and inaction). Every employee should be a shareholder. To begin the process: 1. Apply for this position: <https://realiste.ai/salesdird2>. Once you are referred to the onboarding page, complete the form by providing the required information and complete the onboarding tasks. Ensure that you fill in all the necessary fields accurately.

#J-18808-Ljbffr

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