Sales Development Rep

Remuneration:	$1500 - $3000 per month basic plus commission
Location:	Johannesburg
Remote work:	Only remote work
Type:	Permanent
Company:	Propertyvisualizer.com

At Propertyvisualizer.com we are one of the leading providers of real estate renderings in the German market. By providing high quality renderings and interactive walkthroughs of new real estate developments, we give our customers a competitive advantage in their marketing efforts and enable them to sell properties faster and at a better price.

After successfully conquering the German market, we are now launching our services in North America.

Hence, we are looking for a sales development representative (SDR) that will be pivotal in driving revenue growth through acquiring and closing new customers. From opportunity creation to closing deals, you will champion our product offerings, cultivate business opportunities, and strengthen client relationships. You will report directly to one of the co-founders and receive all the support needed to prosper in this position while building upon the foundation for your career.

What you will do:

- You will represent the company from cold-calling prospects to closing deals (with assistance). Our goal is to coach you to eventually also close the deals you are creating
- Schedule and hold qualified sales meetings through outbound sales activity
- Actively participate in refining our SDR and sales processes
- Track and share prospect feedback to help refine sales and marketing strategies and messaging

What we offer:

- Lucrative earning potential in USD: $1,500 – $3,000 (On-Target Earnings: including base)
- Close coaching by one of our experienced co-founders: We will be investing time and effort to make you succeed.
- Rapid learning and career progression: Since we will be coaching you and are a small growing team, you will learn fast, and we can offer you various growth opportunities
- 100% remote: You can be located anywhere if you are able to work standard US business hours
- Positive team culture: We are driven and motivated, but also like to have a good time and support each other

Who you are:

- You have six + months of outbound SDR experience
- You aren’t afraid to call + email strangers
- You have exceptional English communication skills, both verbal and written
- You’re organised and know how to structure your day successfully
- You are a true hustler with a growth mindset
- You’re a great listener and hear what prospects are saying (and also what they aren’t saying)
- You thrive in handling objections
- You can quickly build rapport and empathise with prospects
- You love to work remotely

- You have a “digital first” mindset and are proficient in using digital technologies

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