

# REALM™

## **Position**

Director of Business Development

## **Location**

Company is based in Denver, CO, but has a hybrid work model that supports working from any location that has good wifi, cell, and a major airport.

## **How to Apply**

If you are interested in applying for this job, please email your resume and a little about your interests in working for REALM to [brennan@realm-global.com](mailto:brennan@realm-global.com).

## **Why REALM?**

REALM is a membership of the most accomplished real estate professionals ever assembled. Membership is limited and by invitation only. REALM's proprietary matching technology is a powerful differentiator that provides a competitive advantage, whether working with buyers or sellers. REALM provides the opportunity to grow the most powerful segment of a member's business through incredible networking and referrals. To date, we have nearly 500 members across 100 brands, and are growing rapidly.

Being a team member of REALM presents the chance to be part of a fun and collaborative organization. As a startup, each team member is responsible for a variety of different business functions and presents many opportunities to establish yourself as the company continues to grow. No two days are ever the same and you will be able to positively impact the business of the members you support with creative solutions initiatives. REALM is based in Denver, CO with a hybrid work model that allows for employees to live in a variety of locations.

## **Position Summary:**

As a Director of Business Development at REALM, you will be the first contact with potential REALM Members. The primary responsibilities of the role include; creating and running membership growth initiatives, sourcing members and successfully sharing the REALM value proposition in order to add qualified members. You will also be responsible for attending events and meetings to help identify new members.

## **Essential Position Functions:**

- Identify and contact new luxury clients who are not already a member of REALM. (outbound prospecting).
- Conduct the sales process - qualify prospects, present the value of the REALM offer, handle objections, negotiate and close.
- Create and execute a business plan designed to hit KPIs.
- Collaborate with the REALM marketing team to create a personalized product/service demonstration that targets elite agents.

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- Grow and expand the network through a mix of virtual conversations, conferences and in-person meetings.
- Build long-term relationships with current clients and with luxury real estate agents and brokerages.
- Manage the sales cycle from start to finish..
- Develop new sales opportunities through networking and turn them into long-term relationships.
- Keep up-to-date records of sales and data in company CRM.

*This outline is intended as a working document and is representative of the role within REALM. Various tasks and responsibilities can be changed and refined as the needs of the organization evolve.*

**Benefits:**

- Competitive Compensation
- Great opportunity for career advancement
- Hybrid office work environment
- Health and 401K benefits
- Travel to domestic and international events