

STREETS

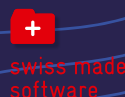
Real Estate Portfolio Management System

Sales & Business development Manager (DACH Region)

We are looking for a sales professional who understands the unique requirements of selling an PropTech SaaS solution to mid-size and large entities and can take our vision to the Real Estate industry players in Switzerland, Germany and Austria to realize our objectives.

You will have day-to-day responsibility to work with our Chief Business Officer (CBO) to identify and capture sales opportunities for our Real Estate Portfolio Management System. In addition, you will be responsible for pipeline development and management. You should have outstanding integrity and a proven track record in sales to bring new solutions to the Real Estate market. While serving as our primary interface into the market for their accounts, you will be supported by Real Estate, IT and Project Management team.

This role is a full-time position that can be fully remote from your location in Zürich or nearby German speaking region of Switzerland. This position reports to our CBO.





Essential Duties and Responsibilities

- Prospect and develop sales opportunities within our market segments in DACH Region.
- Identify and qualify new customers and partners by understanding their requirements.
- Manage complete sales cycle, including interaction with C-level executive.
- Promote STREETS using product demonstrations, attending in-market events, and account initiatives with the support of our Real Estate team.
- Understand the strategy, organization, decision-making processes, and culture at each key account.
- Collaborate with colleagues in management, engineering, and marketing to leverage the company's full resources with target customers and partners.
- Share market knowledge with fellow team members as we develop our market presence.
- Forecast sales activity and revenue and maintain our CRM updated.



Main Requirements

- Demonstrating strong business and communications related education experience.
- Two+ years of sales or relevant account management experience, preferably in related to the Real Estate or PropTech markets.
- Must have proven experience in qualifying opportunities and managing a complex sales cycle to completion.
- Excellent presentation and communication skills. Fluent in English and Swiss-German.
- Ability to understand and communicate PropTech complex ecosystems.
- Highly organized and able to reliably document customer engagements.
- Strong network within the Real Estate industry.



Application

You can send your application by email via contact@streets.realestate

More about STREETS: www.streets.realestate

About STREETS

STREETS is an innovative and fully-SaaS Real Estate Portfolio Management Platform. Developed in Switzerland and fully compliant with international regulatory requirements, STREETS enables Asset Managers, institutional investors, funds administrators and all Real Estate industry stakeholders to digitalise the management of their portfolios and to improve asset performance. By simplifying the analysis and exploitation of data and optimising operational processes, STREETS users increase their productivity and reduce operating costs. STREETS' PropTech mission is to unite industry participation around reliable and consolidated data and further the digitalisation of the sector, thanks to our know-how in Real Estate, IT and Project Management and by providing solutions adaptable to each player.

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Avenue d'Ouchy 4, 1006 Lausanne
+41 21 311 88 18

contact@streets.realestate
www.streets.realestate

