

Appointment Setter

Description

Important: To be considered for this position, please submit both a resume and a short video interview (5â?â?7 minutes) addressing the questions listed at the end of this job description. We will only review applications that include both the video and the resume. Are you a dynamic and results-oriented individual with a passion for sales and a proven track record of success? Wolsen Real Estate is seeking a highly effective Appointment Setter to join our team. In this role, you will play a pivotal part in connecting with potential clients, scheduling appointments, and contributing to our overall sales success. Key Responsibilities:- Proactively reach out to potential clients to schedule appointments for our real estate sales representatives.- Engage prospects through various channels, including cold calling, direct email marketing, and market surveys.- Build rapport with potential clients and communicate the benefits of choosing our agency for their real estate needs.- Maintain and update a comprehensive lead generation database.- Provide timely and accurate information to management regarding appointment setting activities and progress. Skills and Qualifications:- Excellent verbal and written communication skills in English.- Proven experience in appointment setting or a related role.- Strong negotiation and persuasion abilities.- Strong command of MS Office, including Word and Excel.- Experience working with CRM systems for sales management.- Exceptional project and time management skills. Qualifications:- 1â?â?2 years of experience in appointment setting or a similar industry. Perks:- This is a remote position, with the ability to work in the EST time zone.- Compensation is based on a commission structure. There is no basic salary for this position. You will receive \$150 for each appointment you set and a 10% commission from the agent's commission on each deal closed.- OTE: \$70k on the first year, and \$200k on the 2nd year.- Clear path for career growth and leadership opportunities within the organization. Job Type: Full-time
We appreciate your interest in joining our team at Wolsen Real Estate. If you are passionate about sales, driven to excel, and see yourself building a successful career in the industry, we encourage you to apply. To better evaluate your qualifications, we kindly request a short video interview of 5â?â?7 minutes where you introduce yourself and address the following questions:
1. Please share your experience in appointment setting and highlight any notable achievements.
2. What do you consider the most challenging aspect of working in appointment setting? Please explain.
3. Why have you chosen to pursue a career in the real estate industry?
Please conduct the video interview in English, as we will assess your language proficiency and communication abilities and send it to our mail. We will only consider candidates who submit both a video interview and a resume.
Please mention the word **STYLISH** and tag RMzQuMTQ1LjI0MC4xMDY= when applying to show you read the job post completely (#RMzQuMTQ1LjI0MC4xMDY=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.remoteok.com)

Hiring organization

Wolsen Real Estate

Job Location

Remote

Base Salary

\$ 50000 - \$ 120000

Date posted

May 21, 2024

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