

## Sales Representative (Remote)

We are Discount Lots ( <https://discountlots.com/about-us/>) a US based, growing real estate company that's continuously disrupting the industry and becoming a market leader.

We are expanding our team in North Macedonia and are looking to hire an ambitious seller who has experience as a Sales Representative and is a born winner!

The perfect fit to this role would be a professional that has an eye for good deals and possess skills to close them.

The job position:

Your primary focus will be on communicating with leads to negotiate prices and acquire lots from owners. As you will be responsible for acquiring and enriching the lot inventory, you will play a key role at Discount Lots. In the first week or two at the company, you will have training and onboarding organized for you to learn more about the tools and processes. You will also handle and call leads, and do some follow up calls on clients/customers.

Requirements:

- 3+ years of phones sales & negotiations experience (ideally in real estate, but not required) with a proven track record of success
- Strong sales skills and the ability to build rapport with clients
- Experience with cold calling and solid negotiation skills
- Fluent English speaker
- Experience with CRMs
- Results-oriented attitude and tactical approach to sales
- Confidence & the ability to sell yourself, your skills and company services
- Good computer skills
- Real estate industry experience is a plus

Responsibilities:

- Calling the lead list
- Vetting leads, and then negotiating with the leads to acquire their property
- Communicating with the leads via phone
- Working closely with the Acquisition Team & Appointment Setting Team & report to the Acquisitions Manager
- Interacting with the entire company during the weekly meetings

Compensation and Benefits:

- Salary of \$1500 per month plus commission
- Monthly salary dependent on experience
- Full-time, long-term and fully remote employment
- Working hours from 10 AM to 6 PM EST or 4 PM to 12 AM Macedonian Time
- Paid leaves and PTO

- Salary increases based on performance and contributions
- Opportunities for promotion to a more senior role, such as team lead and management

Discount Lots wants to thank you for your interest in our job post.  
We are looking forward to your application!