



Position: Real Estate Solutions Sales Manager - APAC & Middle East

Department: Sales

Reporting to: APAC & ME Managing Director

Location: Singapore

About ARGUS Software

ARGUS is the developer of industry standard products including ARGUS Valuation - DCF, ARGUS Asset Management, ARGUS Enterprise, ARGUS Lease CRM, ARGUS Developer, and ARGUS budgeting solutions. ARGUS Software provides solutions and services that enable real estate professionals to better manage the financial and operational performance of their property portfolios and development opportunities. We are the industry standard software provider globally and already have an established and prestigious client base in APAC. Our clients include major agents/service providers, asset managers, funds, REITS, investors, developers and construction companies.

Position Description

Reporting to the Managing Director for APAC and Middle East, your main responsibilities will be to proactively identify new revenue generating opportunities by developing new relationships with the leading asset managers, funds, appraisers and developers throughout APAC & Middle East region. This will involve cold calling, establishing contacts, building relationships, presenting software with the aid of our business consultants – both face to face and online, participating in RFI and working with clients and our own internal teams (support and product management) to ensure that our solutions are developed to meeting market's needs.

We believe in strong business relationships with our clients and expect our sales team to be aware of opportunities through good account management and relationship building. We continue to account manage our clients after the sale is completed. We encourage our team to meet clients and maintain regular communication with them. Through the back up of targeted sales campaigns and strategies, through attending the most relevant exhibitions in the region and our excellent reputation, we do generate a good percentage of our business through inbound sales leads and existing clients.

Territory

The territory includes all APAC and Middle East region, excluding Australia and New Zealand. The management will work closely with you to identify the priorities within the region.

Responsibilities:

- Engage in sales activity for software license sales of all our products, implementation consultancy, services, certification, training and annual service plan cover
- To take full responsibility for an existing and prospective client base – to reach and achieve revenue objectives and targets within those accounts.
- Cold call to identify new business opportunities and be responsible for closing this business as well as maintaining ongoing relationships to identify cross selling opportunities. We envisage your target audience to be at C-level, VP or Business Director Level in most instances.

- Qualify inbound calls, requirements and marketing leads ensuring all are registered in our global corporate system
- Work with your peer group in our international teams on global accounts where appropriate
- Preparation of all quotations and proposals and working with the internal teams to ensure software is delivered, training and services organized
- Ensure your personal knowledge of our products is up to date and be competent to demonstrate the functionality of the solutions as required.
- Work with pre-sales team to organize and responsible for all detail solution presentations, proof of concept, RFI etc.
- To attend exhibitions throughout the region as required
- To be articulate, numerate and professionally presented
- Able to forecast sales and opportunities accurately and report the information on a weekly basis
- Feedback to Product Management team on regional requirements and Win-Loss intelligence
- Use of Outlook, Word and Excel forms part of this role as does our internal CRM system NetSuite.

Required Skills:

- A proven sales background in financial sector, or a proven real estate background
- Familiar with working at C-level within client organization
- Client driven and focused
- Business awareness is crucial to position our products and services correctly
- Flexibility, prepared to work long hours on certain days, an achiever and a self-motivator
- Able to travel throughout APAC and Middle East as required
- Able to build relationships internally and externally working with ARGUS teams globally
- To work as part of a team on global enterprise level accounts
- Good communication skills – telephone/email/proposals.
- Excellent written English and ability to represent ARGUS professionally at all times
- Ability to converse in Mandarin or any other Asian languages is an advantage

How to Apply:

Please send a cover letter specifying the position of interest along with your resume to:
spang@argussoftware.com