

About Smartlands

Smartlands Platform is developing a worldwide crowdfunding and brokerage Platform for tokenization of the real economy assets by issuing asset-backed tokens. Smartlands Platform connects real economy and blockchain technology to create new exciting opportunities for companies and investors.

For more information, visit www.smartlands.io.

Country Manager

We are seeking a proven leader for the position of Country Manager. Reporting directly to the CEO, you will ensure successful launch of business within the crowdfunding and brokerage space in the United States.

The ideal candidate will have strong personal accountability for result and, strong commitment to teamwork in support of the company's success. He or she will adhere to the utmost standards of business ethics and transparent business practices for operating in a startup environment.

This position will be based in New York.

Compensation

70-85k Base, 90-200k OTE + Excellent Benefits

Detailed Responsibilities

- Work together with the cross-country team including business development, marketing, operations, product support and customer success
- Ensure company's business growth, facilitate expansion, manage client base
- Focus on real estate financing model, work closely with asset managers and investors
- Take responsibility for budgeting, project's expenses allocation aligning costs with the product roadmap and cost estimation
- Be the branding master with a focus on brand awareness and prospecting
- Work with colleagues to identify new prospective clients, track and diligently follow up all prospects to continually feed your sales pipeline with qualified leads
- Provide the necessary training and support to your team members and drive best practice around sales activity, ensuring all team members are equipped with the training and support needed to deliver

Basic Qualifications

- Bachelor's degree. MBA or Master's a plus
- 4+ years of experience in financial services industry, crowdfunding and real estate investment banking
- Experience with developing/launching new products in the market
- Strong track record of bringing in new business
- Entrepreneurial, independent, creative

- Broad understanding of trends in digital/media/marketing services, product development, marketing
- Excellent communication skills: verbal, written, presentational
- Ability to work in a dynamic, fast paced sales environment
- Highly responsive and customer-focused

Culture & Perks:

At the center of Smartlands's values is the belief that the single most important thing we do is continue to hire the best people and create a workplace where they can thrive. To reward our employees for the great work they're doing we offer a number of perks and benefits, including:

- Ambitious international startup
- Career and professional development opportunities
- Flexible hours
- Paid vacation
- Token option
- Stock option

Kindly send your CV to careers@smartlands.io.