

# Colombia Jobs Expertini®

## Account Executive - Latam

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Company: Sagan

Location: Bogotá

Category: management

**Position: Account Executive - Latam**

**Location: Remote (MST Timezone)**

**Work Schedule: Monday to Friday, 09:00 AM to 05:00 PM MST (flexible)**

***Success in this role is driven by individual performance and the ability to manage your own schedule effectively.***

### **Job Description:**

Are you passionate about thriving in a fast-paced environment and making a difference in the booming short-term rental industry? We are a leading short-term rental property management company, looking for a dynamic and results-driven Account Executive to join our growing team. If you're excited about acquiring new properties and building strong relationships with homeowners, maximizing their rental income, and simplifying the management process, we want to hear from you!

### **Responsibilities:**

**Become a Short-Term Rental Expert:** Dive deep into the short-term rental market, understanding local trends, competitor offerings, and legal regulations.

**Be a Homeowner Advocate:** Build trust by becoming a trusted advisor, understanding homeowner goals, and addressing concerns about short-term rentals.

**Data-Driven Approach:** Leverage market data and Renjoy's proven strategies to demonstrate financial benefits to homeowners.

**Master of Communication:** Craft compelling presentations and proposals, clearly articulating Renjoy's value proposition.

**Qualifications:**

Previous experience in sales or account management, preferably in the real estate or hospitality industry.

Proven track record of meeting or exceeding sales targets.

Strong communication and negotiation skills.

Ability to work independently and as part of a team.

Knowledge of short-term rental market trends and regulations (preferred but not required).

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