

# Argentina Jobs Expertini®

## Director of Operations and Strategic Growth

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Company: Blackbook Properties

Location: Argentina

Category: other-general

Blackbook Properties is a Miami-based real estate brokerage specializing in Miami's best neighborhoods, including Edgewater, Downtown Miami, Brickell and the beaches, from South Beach, Miami Beach, Surfside to Sunny Isles Beach and north into Fort Lauderdale!

Blackbook Properties is founded on the simplest of principles. It's client-first every time.

Under-promise and over-deliver. Answer questions before they are asked. Innovate to offer clients things they didn't even know were possible to make their buying and selling process as simple and enjoyable as possible.

### The Role

THIS WILL BE A FULL-TIME LONG-TERM POSITION ~~ON CONTRACT~~ WITH A REAL ESTATE BROKERAGE THAT OPERATES SALES EXCLUSIVELY WITHIN THE UNITED STATES. OUR ENTIRE COMPANY STAFF OPERATES VIA REMOTE POSITIONS ALL OVER THE WORLD.

One of the top real estate brokerages in Miami, Florida is looking for a remote real estate Director of Operations and Strategic Growth.

This person will primarily focus on organizing and managing day-to-day processes and tracking KPIs to ensure healthy sales, operations and growth. The company is expected to establish new verticals as well as expand our condoblackbook.com brand and sales across new markets, first in Florida and then nationally, which you will be involved in assisting with hiring, team management and execution of those initiatives as well.

We have been in business since 2009 and have experienced strong growth over the past few years. We are a 9-person full-time administrative and marketing team, plus 8 full-time real estate agents that complete a total of USD\$100+ million in a year. Our website has 100,000+ visits a month and growing, and we have a very strong and growing YouTube and Instagram presence.

This is a FULL-TIME CONTRACT position, with benefits.

### **Ideal Profile**

You are highly goal driven and work well in fast paced environments

You are a strong mentor and coach who can build high performing teams

You're excited to solve problems in innovative ways

You're equally comfortable operating at 10,000 feet and 1 foot

You don't hesitate to get in the weeds and operate at the lowest level of detail, but you're just as comfortable thinking long-term and inspiring a team

Rapid change and learning is exciting to you, and you thrive in ambiguous, complex environments

You're analytical

You're relentless

You've succeeded in high-performance cultures, and you've led teams to achieve audacious goals

You have 7+ years of team management experience

Building and developing a team is something you are passionate about

### **What's on Offer?**

Work within a company with a solid track record of success

Great work environment

Be part of an established but growing company

Opportunity to extend your experience with U.S.-based company

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