



**POSITION TITLE** VP MLS/Association Sales

**REPORTS TO:** Chief Operating Officer

**CLASSIFICATION:** Exempt

### **Opportunity**

Previsite is seeking to hire a senior sales manager, for the position of VP MLS/Association Sales to take the lead on developing virtual tour product sales with MLSs, boards and associations. In today's challenging economy MLSs, boards and associations are looking for opportunities to increase their value to their members while lowering member costs for technology services. Previsite has developed a technology and business model to achieve this goal and is seeking a proven professional to lead their sales efforts nationally. WAV Group Inc has been retained to manage the recruitment process.

### **ORGANIZATIONAL DESCRIPTION:**

Previsite is today a world leader in rich media content creation for the Real Estate market with over 1 million listings created using the Previsite Web 2.0 solution.

Working in over 17 countries, Previsite has grown from a startup in the year 2000 into a multinational company. Corporate Headquarters are located in France; North America Headquarters are located in New York, with sales offices throughout the United States and Japan. Previsite currently employs more than 75 people worldwide.

Previsite has always focused on the rich media content for online ads with a special focus on real estate. In its research, the Previsite technical team has come up with a unique solution to create, host and syndicate Virtual Tours, still the best rich media content for online real estate ads. This unique solution is composed of web based application software (*very easy-to-use*) and a miniaturized magnetic lens that fits a compact digital camera, both of which are patented.

### **Mission**

The Internet has revolutionized the real estate market, making it necessary for agents to create rich visual representations of properties using computer technology. Previsite has created the most powerful yet easy to use tool to create more compelling visual content — via virtual tours — that connect with and convince online home buyers to purchase properties. In short, Previsite brings the “wow” factor to online real estate listings and through their patented technology agents can do this inexpensively and quickly!

# The Technology

Previsite	The Competition
<ul style="list-style-type: none"><li>• No training</li><li>• One Picture per room</li><li>• Easy, no tripod</li><li>• Lightweight technology</li><li>• Web-based solution</li><li>• Unique state-of-the-art technology</li><li>• Instant results</li><li>• Cost effective</li><li>• Unlimited virtual tours</li><li>• Extremely fast</li></ul>	<ul style="list-style-type: none"><li>• Specific Photographer Training</li><li>• Multiple Pictures</li><li>• Use of a Tripod</li><li>• Cumbersome and Fragile Lens</li><li>• Client Based Solution</li><li>• Solution using Different Technologies</li><li>• Long Processing Time</li><li>• Heavy Costs (<i>lens, charge per tour, etc.</i>)</li><li>• Limited Number of Virtual Tours</li><li>• Limited Functionalities</li></ul>

## SPECIFIC DUTIES AND RESPONSIBILITIES:

### Sales Management:

- Responsible for developing MLS and association sales channel
- Responsible for direct business development with MLSs and associations nationally
- Responsible for all facets of channel development including:
  - ❖ Lead development
  - ❖ Presentation of products and business opportunities
  - ❖ Interfacing with regional sales teams as needed
  - ❖ Product promotion in new accounts

**REQUIREMENTS/JOB SKILLS:** College degree as well as proven senior sales experience. The successful candidate has multiple years of experience selling in the real estate technology sector and is comfortable presenting and securing business deals at the senior management level of the target group. Possessing superior business and presentation skills this individual has a clear knowledge of the decision making process in MLSs and associations and has the reputation and knowledge needed to contact and secure appointments, present technology products and close deals. Successful candidates will also be strong “large audience” presenters to promote product adoption after signing when needed.

**COMPENSATION:** Previsite offers a very competitive compensation plan commensurate with experience with a base salary, commissions and full benefits.

For more information or to express interest, please contact:

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