

# Regional Director



Explore the role of Regional Director within the Rivalution ecosystem — an indispensable component of its infrastructure.



# Maryland

## Engagement Type

Full-Time

## Location Model

Hybrid (Region)

## Operating Model

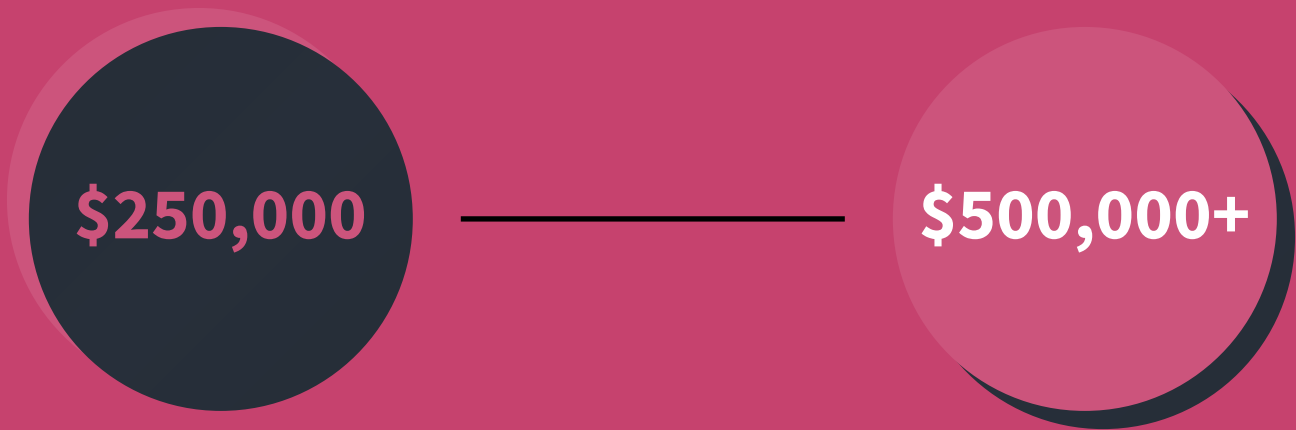
Autonomous Region  
Command

Rivalution is a distinct real estate transaction process operating through private sale — coordinated by the Rivalution Transaction Protocol (RTP).

Sellers and buyers engage indirectly through the protocol, with transaction participants voluntarily opting in. RTP is a modular, end-to-end transaction protocol designed specifically for real estate. It standardizes transactions by introducing structure and uniformity across an industry characterized by fragmented expectations, communication, and performance.

## Compensation

### Performance-Based



The mission of Rivalution is simple: to advance the industry through transaction governance, while improving the transaction experience for both consumers and vendors. In turn, Rivalution aims to make real estate transactions more accessible, efficient, and predictable for participants. Beyond its mission, Rivalution is committed to building a high-quality working environment that attracts and supports its team.

The role of Regional Director (RD) entails leading and coordinating a regional sales team while ensuring performance across the entire region is both consistent and exceeds established benchmarks. As the regional revenue leader, the Regional Director reports to the Senior Regional Director (SRD) and is fully accountable for revenue performance across the assigned region.

This role requires a strong aptitude for logistics, interpersonal communication, and real estate transaction operations. Active awareness of regulatory requirements affecting the real estate industry and business operations is paramount to this role. Educational resources are provided to support ongoing regulatory compliance within the region.

The Regional Director serves as a stabilizing anchor for all protocol-related matters within the region. This position operates with a high degree of autonomy, while guaranteeing strict adherence to the Rivalution Transaction Protocol (RTP). Familiarity with systems-level architecture supports the dynamic balancing of operational, regulatory, and protocol obligations.

Drive regional revenue growth through solid, disciplined leadership and execution across the sales team.

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Collaborate with leadership-adjacent internal team members and, when necessary, external vendors to achieve regional sales objectives.

Establish new relationships with consumers and external vendors to expand regional presence.

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Cultivate and manage strategic, long-term relationships with consumers and external vendors to support regional business outcomes.

Evaluate sales team performance to identify development opportunities and strengthen overall execution quality.

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Prepare and analyze advanced reporting to capture accurate market dynamics and performance insights.

Ensure governance through the Rivalution Transaction Protocol (RTP) across all real estate transactions within the region.

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Travel within the region as needed to support sales execution and provide critical on-site assistance.

Recruit and select regional team members who add strategic value to the organization and bolster team cohesion.

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Serve as the final regional authority for protocol clarity, exception handling, and operational alignment.

# Qualifications & Experience

Progressive experience commanding **regional sales operations** with direct revenue ownership in high-performance, growth-driven sales environments.

Demonstrated ownership of **regional financial performance**, balancing revenue growth with disciplined expense management to protect margin integrity.

Proven record of driving and sustaining **personal and team revenue growth** while maintaining a measurable competitive lead.

Established expertise in **revenue trajectory forecasting** and **operational outcome modeling** through disciplined, data-driven analysis.

Proven integrity in aligning aggressive **performance objectives** and high-value **incentives** while upholding uncompromising ethical standards.

Demonstrated **regional strategic planning leadership** with direct accountability for revenue trajectory and operational execution.

Demonstrated full accountability for **revenue performance** and measurable **team development outcomes** in high-performance, revenue-driven environments.

Demonstrated experience in **logistics planning** and complex **operational coordination**.

Advanced proficiency in Microsoft Office, particularly Excel for **performance analysis** and **reporting**, PowerPoint for executive and **sales presentations**, and Word for **formal documentation**, including contracts.

Demonstrated ability to **lead** and **balance multiple sales representatives** under fast-paced, demanding operating conditions.

Mastery of **decisive, data-driven judgments** under high-pressure conditions, informed by deep operational expertise.

Proven ability to **pivot operational strategy** in real time based on incomplete or evolving data, while minimizing organizational strain and strategic drift.

Mastery of **systems-level thinking** with the ability to diagnose structural inefficiencies and navigate complex organizational mechanics.

Minimum 7+ years' experience as a **licensed real estate agent**, active or former.

Demonstrated track record of **developing sales professionals** into consistent top performers.

Exceptional **verbal communication** and **interpersonal acumen**, demonstrated by leading high-impact negotiations across in-person and remote channels.

**Resilience** and **sound judgment** in high-pressure, high-stakes environments.

Candidates aligned with the listed qualifications are invited to submit a detailed resume outlining professional experience and performance achievements. Rivalution welcomes high-caliber candidates committed to delivering consistent results defined by excellence and precision.

Submissions may be directed to [careers@therivalution.com](mailto:careers@therivalution.com).