



Real Estate Sales Agent

Overview

If you have a passion for real estate, love working with people and exploring dynamic neighborhoods across your area, then this could be a very rewarding position for you. Experience Homes Group is a growing real estate team in the Keller Williams world-wide network. In 2016 we sold over \$10 million in real estate. We have a rare opening for a Real Estate Sales Agent on our team and we are searching for the perfect candidate to learn our sales system and share in our rapid growth.

No real estate sales experience is necessary, although sales experience is preferred. Highly-driven professionals from other industries are encouraged to apply – we will train a candidate worthy of investment.

Top candidates will be highly motivated, demonstrate a track record of achieving results in competitive environments, and be passionate about real estate. We look for people who are drawn to working with people and who create urgency and optimism in the achievement of goals.

Duties & Responsibilities

- Preview local homes and understand local market conditions
- Conduct a needs analysis for clients
- Contract negotiations
- Coordinate property previews and visits
- Guide clients through the offer and contract process
- Commitment to learning and growth through regular attendance at team meetings and lead generation sessions
- Daily lead prospecting to prospective and past clients
- Convert leads to appointments
- Regular attendance at client events and team-sponsored education seminars
- Regularly host open houses

Qualifications

- At least 2 years of prior sales experience or outstanding demonstrable professional achievement in a competitive industry
- Experience in a high-growth or start-up environment preferred
- Residential real estate license or the ability to complete licensing requirements
- Strong verbal communication skills and social poise
- Extremely organized, self-disciplined and professional in demeanor
- Access to reliable transportation to visit properties as needed
- Bachelor's Degree strongly preferred

Standards and Expectations

- \$5,000,000 annual volume or 24 closed units for the last 12 months
- 40 new relationships added to database per month until reach 500 in database
- 40 substantive contacts per week
- 15 CE credit hours per year (double NAREB minimum)
- Compliance with EHG systems and policies and procedures manual

EXPERIENCE

H O M E S G R O U P

- 75% completion of personal business plan goals/documentated
- Attends BOLD annually
- Attend IGNITE training annually
- Participate 90% of EHG agent conference/coaching calls

For more information, visit www.EHGCareers.com or email info@ehgcareers.com to submit an application.