

JOINING A WINNING TEAM. EXPERIENCING THE PASSION. BUILDING FOR THE FUTURE

RealEstate Advisor

Overview:

Turn passion and enthusiasm into a profitable endeavor. Own your own business and build an non-stoppable career as a **RealEstate Advisor** for Mastermind. You can be the bridge from lead to tenant or from interested buyer to purchaser. Our RA's are a core component to our sales' experience. Our advisors are knowledgeable, personable, passionate about real estate and possess unlimited potential for personal, professional and financial growth.

Mastermind is now hiring!

Responsibilities:

RealEstate Advisors are responsible for achieving or exceeding individual sales goals, renewals and ancillary service goals by pre-planning the month with strategic outreach, in-office lead generation and securing member referrals. Under the management of the Chief Operating Officer, the support of a Property Manager and a sales team of 3-4 individuals, advisors must display, have knowledge of and participate in all the firm's services, programs, and products. Advisors must keep current in knowledge of key competitors by staying abreast of trends and "shopping" competitors to compare available locations and sales trends. Above all, advisors must have the ability to build rapport and lasting relationships with prospective and current real estate seekers in order to build a strong referral base and retain clients.

Qualifications:

The desired candidate must possess the following attributes:

- professionalism
- previous sales experience
- an entrepreneurial spirit
- confidence to perform on an incentive based salary
- excellent verbal and written communication skills
- enthusiastic, energetic, personable and friendly disposition
- ambitious, hardworking and passionate about the real estate industry
- empathy and good listening skills to utilize for selling
- enjoy working within a team
- strong time management skills and practices
- very organized with great follow-up skills
- willing to work evenings, weekends and holidays

COMPENSATION AND BENEFITS:

Advisors receive the following compensation and benefits:

- Base salary along with sales commission opportunities for:
 - new sales (no cap),

If you are interested in applying, please:

- Submit your resume to this posting as an attachment (in Word or PDF format)
- Include a brief statement as to "Why you are the ideal candidate for this role."