



## **Commercial / Residential Real Estate Sales Agent**

Love to sell? We do too! If you have a proven track record of sales success, we want you to join our Team. We are looking for a Commercial Real Estate Sales Agent to lead our efforts in representing landlords, tenants, buyers, and sellers in our commercial transactions. Our Team is looking for self-motivated, ambitious Sales Agents to join us here at Finishes Brokerage. The ideal applicant will assist our clients in finding key investment properties and development opportunities. Knowledge of the local real estate market and a knack for developing long-lasting business relationships are a must.

This position requires a current real estate license or the willingness and ability to get one.

We include administrative support, social media management, and marketing materials. If you're ready and able to take your future into your own hands, then this is the job for you! Apply today.

### **Responsibilities: A day in the life of our agents often includes:**

- Build and cultivate new business relationships.
- Manage listings and existing client relationships.
- Assist in all facets of the marketing and transaction management cycle.
- Assist in conducting an aggressive new client business development plan to develop long-term relationships to generate more sales.
- Analysis of new opportunities generated through business development.
- Track, gather and evaluate economic, demographic and real estate market data for input into project specific deliverables, valuation models and client deliverables.
- Review abstract lease documents, client quantitative portfolio data, legal documents, and other materials as part of the project due diligence process.
- Consistent lead follow-up to grow the sales pipeline.
- Supervise the closing process to provide clients with an efficient and smooth transaction experience.
- Hold buyer and seller consultations to find out their needs and wants in a home, then find a home to meet those needs.
- Rigorously prospect for new business by following up with leads in your pipeline to ensure sales growth.

### **Qualifications:**

- A valid Real Estate License is needed for this job.
- Willingness to learn new tools, systems, and technologies.
- Show good organizational and time management skills.
- A proven record of sales experience and success is preferred.
- Self motivated and able to perform tasks independently.
- Ability to communicate effectively (oral and written).

**About the Company and Opportunity:** Finishes Solutions brings together a unique combination of resources under one roof. Our team of experts have a winning track record of excellence in real estate development, construction, remodeling, management, sales, and finances. At Finishes Solutions, you'll be able to work with other brilliant, driven teammates who care about doing the best work to succeed. To do this, we believe in hiring top talent and encourage each team member to actively drive the Finishes culture.