



We're looking for an energetic, self-starting professional with the drive, determination, and sales experience to work as a real estate investment professional for our brokerage firm. As an investment broker you will be responsible for cultivating and managing income property transactions and closing sales. The ideal candidate will have a finance and sales background and must be comfortable with performance-based work; this is not a salary position. While there is no guarantee, successful brokers earn \$200,000+ per year with no limitation. It's up to you and how hard you want to work.

This is a unique opportunity to join a well established, successful, locally owned brokerage firm. Training is meant to take place on the job alongside other colleagues and more senior professionals on the team.

This role requires a hunter and closer mentality.

Responsibilities:

- Research and solicit potential business clients
- Contribute to, and help develop ideas for potential transactions. Be proactively involved in every phase of the deal process
- Develop a creative plan to generate leads through prospecting multiple sources, cold calling, in-person visits, and telephone campaigns
- Establish and maintain good relationships with clients, networking groups, professional organizations and the community in order to develop new business
- Maintain a thorough working knowledge of the industry and awareness of the competition, i.e. market share, pricing, etc.

Qualifications:

- Highly motivated to establish a career in investment real estate – must work long hours
- Bachelors Degree in Business or related field preferred
- Strong interpersonal skills to build rapport with prospective and existing clients Honest and trustworthy
- Strong academic record in chosen field
- Ability to present creative methods in generating and maintaining new business
- Proficiency using Excel, MS Word, Outlook, and the Internet
- Ability to track down and peruse new client relationships

- Strong ability to foster meaningful business relationships
- Be disciplined, motivated, and possess time-management skills
- Superior quantitative, analytical, communication and leadership skills are essential
- Demonstrated persuasion and negotiation skills
- Aptitude for enjoyable, fun, team oriented and competitive environments
- Highly effective communication skills – oral, written and group discussions
- Ability to learn to analyze complex investment real estate structures
- Experience in sales or client service environment preferred
- Enthusiasm about the industry and drive to learn quickly

A real estate license is not required for interviewing

To read about our company visit our website www.paragonrea.com

For immediate consideration, forward your resume to officemanager@paragonrea.com

No phone calls please.