

North-South Carolina Real Estate Broker

We provide real estate brokerage services for small and medium sized businesses, investors, and individuals who are fed up with losing money, paying too much, spending too much time not getting the right piece of property for their particular situation. We have helped many individuals, business operators and investors avoid becoming one of the majority who fail in their business endeavors.

We help our clients buy, sell, lease and invest. We act as the quarterback in the real estate transaction for our clients who coach us in managing all of their different needs. Our clients love not needing to worry about making bad decisions or bad investments and love winning negotiations.

We are seeking to fill two positions for a licensed real estate broker. This is a ***full-commissioned*** position with independent contractor status. We offer a high-end, long-term and reinforced training program that is very unique to this industry. Our training programs enable our brokers to meet or exceed their business plans in all areas, including income. Earning a six-figure income within the first two years is not uncommon.

Job Functions:

- Establishing and maintaining relationships with (residential/commercial) buyers, sellers and tenants at the specified target level.
- Explaining technical elements of the buying, selling and/or leasing process using NC real estate commission approved contracts and forms.
- Mastering a systematic selling system typically found to be very different from the traditional real estate selling model.
- Working independently using a personalized prospecting plan to develop contacts and sales call opportunities in a disciplined fashion.
- Working independently in managing the buy/sell/lease brokerage process comprised of several different tasks occurring at various times within the process.

Experience and Requirements:

- NC licensed real estate broker's license (Or, upon approval, agent's license with the requirement of achieving the brokerage license within 12 months). Realtor © Board membership in good standing.
- Has performed service work using a process-oriented approach in completing assignments from start to finish. Has background in multi-tasking environment.
- Has performed in a highly competitive environment.
- Has the desire to expand current comfort zone.
- Has worked with the Internet, MS (Explorer, Word & Excel), databases, and email programs in the past. Has business class computer on a high-speed Internet connection with the aforementioned programs.

Please email or fax resume using the contact information below.

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