

Real Estate Acquisition Specialists

- We are looking for exceptional Real Estate Acquisition Specialists* who are driven, articulate and **energized by opportunity in real estate.**
- We provide you with **comprehensive training and coaching** to help elevate your performance.

Compensation:

Academic credit, CUNY/SYEP/WLG funded or commission based.

Responsibilities:

- Social media/print/email/digital marketing and/or advertising
- **Prospecting** and dialing* for dollars. You will be calling and/or meeting with viable buyers/**sellers**** to determine if they are willing and able to buy/**sell** real property.
- **Schedule appointments** for our outside licensed salespersons and/or broker to engage with potential buyers/sellers/investors
- **Recommend other services** for people who are not looking to sell or buy a home
- Follow up and track leads in CRM and contact management database(s) to measure lead conversion ratio and meet performance benchmarks.
- Determine property values, repair estimates, and offers
- Practice call scripts at least 3 hours per week.

Qualifications:

- Passionate about real estate buying/selling/investing/development/management
- Excellent analytical, written and oral communication skills
- Works well autonomously onsite and offsite
- You must be a decisive, forward thinker who can manage your time and be willing to relentlessly follow up. If you are driven and are looking for a great opportunity to join a high performing team of real estate professionals, this job is for you.
- A true passion and dedication to sales. Previous sales and/or closing experience preferred
- Graphic design skills (i.e. Adobe photoshop, Canva etc.) preferred
- Top-notch interpersonal skills with superior phone and client relationship etiquette
- Access to a personal laptop/pc, smart phone and WIFI is preferred

About Company:

MNC Development, Inc. is a boutique residential and commercial brokerage located in Bedford Stuyvesant, Brooklyn. We want specialists*** who are looking to grow through interactive web training, continuous in-person training seminars, mentoring, coaching and a full platform of the most advanced technology and comprehensive lead generation programs in the industry. With us, you will receive personalized attention, customized support, and a passionate broker whose main focus is ensuring YOUR success.

Email your resume and cover letter to info@mncdevelopment.com

*Auto dialers may be available (ie. Mojo, Vulcan & etc.) | **Expireds | FSBOs | Just Listed ***Inside Salespersons (ISA) require no license.