

Real Estate Agents Wanted | MNC Development, Inc.

MNC Development, Inc. is a boutique residential and commercial brokerage located in Bedford Stuyvesant, Brooklyn. We want agents who are looking to grow their business 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.

What we offer:

- **Extensive training**
To supplement the initial training there are often quarterly seminars held by our department leaders in residential sales and rentals, as well as marketing and advertising.
- **Managerial Support**
We offer exceptional support from our phenomenal broker directly to you.
- **Marketing & Advertising**
Our in-house marketing team is available to you on every platform ranging from social channels to personalized drip campaigns.
- **Technology**
We understand the future of Real Estate is largely in tech and maintain our status at the vanguard of industry development.
- **Zero Desk Fees**
We do not believe in desk fees. Our agents are our partners, and we irrefutably believe our success depends on a strong partnership.
- **Full or Part time**-Unlimited earning potential-100% Commission based

Agent requirements:

- Should have NYS Real Estate Sales/Associate broker license or willing to take the required NYS 75 hour course.
- Residential/commercial real estate, sales, finance or related experience preferred. No experience talented applicants welcome.
- Willingness to put in the time to learn; Self-motivated; Basic computer skills; Punctual to appointments; Ability to listen to customers; Quality and precision focused; Results oriented; People oriented; Team oriented -- cooperative and collaborative; Hazard considerations (i.e. COVID-19): Must be able to provide yourself with the proper PPE (masks, booties & gloves if applicable). Positive energy; Full or part time [25 hours minimum] commitment weekly- **100% commission based**; High School Diploma/GED; Valid driver's license preferred

An agent:

- Meets with applicants, identifies their housing needs, interviews them to determine eligibility based on established criteria and shows rentals. Quotes established rental rates and promotions. Makes follow-up calls, sends follow-up literature and pursues rental status. Collects funds related to applications. Required to manage all Internet leads and proper follow up.
- Completes applicant screening process and prepares appropriate correspondence based upon the result.
- Prepares leases and related leasing addendums. Maintains lease records/files. Maintains property waiting lists and other updates to various records and reports in accordance with policy and procedures, applicable HUD/local regulations

- Supports and ensures timely input, proper use and full utilization of on-site/offsite property management technology for leasing data.
- Maintains current knowledge of marketing and leasing techniques. Strives to attain affirmative marketing goals. Seeks out new residents through outreach, direct marketing, cold calling, distributing literature and contacting government, social, religious and community organizations in selected target areas. Maintains current knowledge of apartments, building amenities and local agencies or attractions of interest to residents. Maintains awareness of current rental trends. Facilitates residential/commercial sales and their showings via open houses etc.
- Provides comparable market analysis to applicants and clients

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

*Auto dialers may be available (ie. Mojo, Vulcan etc.)