



General Brokerage Agent

Job Description

We are seeking a General Brokerage Agent to add to our successful team! The agent will be responsible for managing the database of leads, following up with new leads from sign calls, and open houses with a goal of converting to an agency and ultimately a closed home. This is a great opportunity for someone looking for a flexible schedule and to be a part of an amazing team with a fantastic atmosphere!

Job Responsibilities

- Develop a rapport with potential buyers and sellers obtained from community activities, open houses, and responding to inquiries
- Lead follow-up from an established database via phone and email marketing
- Close sales by understanding buyer and seller real estate goals, showcasing properties, demonstrating benefits, negotiating offers, and advocating for your client throughout the real estate transaction
- Agents will have access to the team's office, office supplies, and a Transaction Coordinator allowing their focus to stay on signing agency and converting to sales

Qualifications

- North Carolina Real Estate License, required
- Full Broker (non-provisional), required
- Experience as a General Brokerage Agent, preferred
- Reliable team player with a strong work ethic and a self-starter who is driven to excel and willing to take on new challenges
- Must be adaptable to ever-changing real estate environment and circumstances
- Desire to communicate clearly and efficiently with all parties involved in the real estate transaction. Effective and professional communication skills are a must.
- Well organized, detail-oriented, and dependable to execute real estate transactions in accordance with applicable laws and regulations.
- Must have Prospecting Skills, Motivation for Sales, Meeting Sales Goals and Negotiation Skills

Why Work for Us?

At JaclynSmithProperties we are passionate about operating our business with a focus on our Core Values which are built on the foundation of Faith and Family. Our Faith in God guides us; to believe the best in each other, value family, and love our community. Everyone at JaclynSmithProperties has a passion for helping our clients reach their real estate goals and striving to walk away from each transaction with a lasting relationship.

We could not achieve our goals without dedicated people on our team and without our Vision which is: To Impact and Develop People. Our Core Values are the beliefs we hold which guide us to perform our real estate work and conduct ourselves in a professional and ethical manner.



Compensation + Perks

The General Brokerage Agent position is commission-based with the opportunity for other incentives through meeting annual team goals!

- Business Tools: Every agent on our team is provided a company laptop, business cards, complimentary headshots, and much more!
- Full Kitchen: Our kitchen is fully available for your use and is even stocked with healthy snacks, candy bars, sweets, coffee, and more.
- Casual Dress Code: Replace your loafers and pumps with flats or sneakers. Our dress code is relaxed and approachable; team-branded apparel is highly encouraged.
- Team Outings: We've never been able to get into the "all work and no play" concept. We'll frequently cut out early and go do something fun.
- Free Coffee: Team members enjoy one free drink from the locally-owned coffee shop next door each workday.

Apply Today!

If this sounds like an opportunity and culture you'd enjoy and excel in, please send us your resume and cover letter jobs@theriverwildteam.com.