

Job Title: Real Estate Salesperson

Position Type: Contractor

Location: Central NY

Compensation: Commission-Based

TJMG Properties, LLC (J&M) is looking for a motivated individual to step into a *Real Estate Salesperson* role in their local and growing Real Estate Brokerage & Management Company. J&M was started in 2008 and quickly grew a portfolio of apartment communities owned and managed throughout Onondaga County. In 2014 they expanded into a full service brokerage and are looking for motivated individuals to join their growing Company. This position has unlimited career growth potential, including commercial sales, associate brokerage and managerial roles if so desired.

Key Responsibilities

Rent, buy, or sell property for clients. Perform duties such as study property listings, present to prospective clients, discuss conditions of sale, and prepare real estate forms. Additional responsibilities include:

- Contact property owners and advertise services to solicit property sales listings.
- Compare a property with similar properties that have recently sold to determine its comparative market price.
- Advise sellers on how to make homes more appealing to potential buyers.
- Promote sales of properties through advertisements, open houses, and participation in multiple listing services.
- Coordinate appointments to show homes to prospective buyers.
- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.
- Develop networks of attorneys, mortgage lenders, and contractors to whom clients may be referred.
- Rent or lease properties on behalf of clients.

Skills & Qualifications

- High School Diploma, or Equivalent
- New York State Real Estate Salesperson or Broker License
- Member of Greater Syracuse Associate of Realtors (GSAR) and Central New York Information Services (CNYIS)
- Active Listening - Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.
- Speaking - Talking to others to convey information effectively
- Negotiation - Bringing others together and trying to reconcile differences
- Social Perceptiveness - Being aware of others' reactions and understanding why they react as they do
- Basic understanding and use of all Microsoft Office products

Hours & Pay Structure

- 100% Commission, Independent Contractor

To Inquire – Call 315.299.4277

Email: contact@thejmgroupllc.com

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