

Real Estate Acquisitions Associate

Las Vegas, NV

Job Type

Full-time

Description

Full-service, commercial real estate firm that delivers highly specialized Asset Management Services and focuses primarily on Manufactured Housing and Self-Storage. We own and operate over 75 properties across 23 states. We are seeking innovative, passionate, and motivated individuals looking for an opportunity to join a fast-growing organization with tremendous professional growth opportunities.

POSITION PURPOSE:

We are a large commercial real estate investment company looking for experienced and driven real estate acquisitions associate to join our team in the calling center at our corporate office. Are you a result oriented and a persuasive sales professional? We are looking for team players that will assist with acquisitions of commercial investments. Generous commissions and hourly pay. Previous sales experience is needed and tele sales experience is preferred.

*****THIS IS NOT A REMOTE (WORK FROM HOME) POSITION. THIS IS AN IN-PERSON POSITION IN OUR SUMMERLIN, NV OFFICE*****

REAL ESTATE ACQUISITIONS ASSOCIATE COMPENSATION:

- Hourly rate \$20.00
- Generous Commissions cuts on closings
- Medical benefits in the amount of \$500 per month
- Dental, Vision and other supplementary benefits available
- Holiday Pay
- Paid Time Off (PTO)
- Work/Home Life Balance
- Monday-Friday 8am-5pm, Full-time

REAL ESTATE ACQUISITIONS ASSOCIATE JOB RESPONSIBILITIES:

- Source new sales opportunities through heavy outbound calls and inbound lead follow-up

- Qualifying and developing inbound and outbound leads and responding to inquiries
- Route qualified opportunities to the appropriate department for further development and closure
- Managing and overcoming potential buyer and seller objections
- Accurately tracking all communications in CRM system
- Working collaboratively with acquisitions team to achieve goals

REAL ESTATE ACQUISITIONS ASSOCIATE QUALIFICATIONS:

- Ability to maneuver through CRM system
- Ability to research potential target assets
- Must Possess Computer Comprehension Skills; Microsoft products including excel and word
- Ability to work in face paced, high outbound call volume environment
- Prior sales experience generating leads and conversions IS A MUST
- Preferred experience in commercial real estate sales preferred but not required
- Must possess great communication and interpersonal skills
- Must be driven and passionate about commercial real estate acquisitions and be goal-oriented
- Must work well under pressure and possess the ability to handle rejection

Our success is dependent on our ability to execute on our principles to create a culture that differentiates us from any other organization. Only in doing so will we be able to create an environment in which meaningful relationships and work are executed on that lead to improvement and innovation. Our team is made up of uniquely qualified, professional individuals who understand the complexities and challenges of acquiring and managing our key assets.

We are a private equity real estate firm known for its vertical integration who specializes in the acquisition and management of value-add manufactured housing and self-storage assets. Since its inception in 2014, the Firm has raised over \$190 million in equity capital and currently has over \$250 million in assets under management. Our in-house management company is a leader in asset management, we have a tremendous amount of knowledge blending property management and service provisions to simplify everyday life. Our team encompasses vision, talent, harmony, beliefs, and commitment. We have over 40 professionals in the corporate office dedicated to the in-house management of our assets. The in-house asset management team also employs over 100 property level staff members at its property locations. Apply today to join one of the Nation's most prolific real estate asset management firms.