

## **Real Estate Acquisition Specialist (Cold Caller)**

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 85 properties across 26 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 looking for a passionate and experienced Outbound Cold Calling Sales Specialist to join our dynamic Sales team! We need a self-starter who is adept at identifying new business opportunities, crafting compelling sales pitches and business plans, and fearlessly reaching out to potential clients. Your goal will be to build and maintain strong relationships with our clients and grow our business.

You must be detail-oriented and able to analyze sales data to make informed decisions. In addition to making cold calls, you will also potentially organize networking events and be comfortable with traveling to meet clients face-to-face.

As an Outbound Cold Calling Sales Specialist, you will need to stay up-to-date with the latest industry trends and practices. You should be highly motivated, familiar with various CRM software, and possess excellent time management skills to meet deadlines. Your ability to thrive in high-pressure situations will be essential to your success in this role. Join our team today and be a part of a fast-paced and exciting environment!

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

### **REAL ESTATE ACQUISITION SPECIALIST COMPENSATION:**

- \$20 per hour pay based on a maximum 20-week draw against commission. Potential to earn \$100k+ all-in comp per year that includes 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 ACQUISITION SPECIALIST RESPONSIBILITIES:**

- Utilize various sources, databases, and tools to identify potential property sellers within the target market.
- Research and gather relevant information about potential leads to tailor your approach effectively.
- Initiate outbound cold calls to property owners, introducing our company and expressing interest in purchasing their property.
- Engage in meaningful conversations to uncover the seller's motivation and potential willingness to sell.
- Develop rapport and build relationships with property owners through effective communication and active listening.

- Address questions, concerns, and objections while maintaining a professional and courteous demeanor.

#### **REAL ESTATE ACQUISITION SPECIALIST QUALIFICATIONS:**

- Previous experience in cold calling, telemarketing, or sales is preferred.
- Familiarity with real estate terminology and processes is a plus.
- Excellent verbal communication skills with a confident and engaging phone presence.
- Strong interpersonal skills to establish rapport and build relationships.
- Ability to handle objections and rejection with resilience and professionalism.
- Proficiency in using CRM systems and other software tools for tracking and reporting.
- Results-oriented mindset with a determination to meet and exceed targets.
- Self-motivated and disciplined to work independently.
- High level of organization and attention to detail.
- Flexibility to adapt to changing priorities and strategies.

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 \$200 million in equity capital and currently has over \$500 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 150 property level staff members at its property locations. Apply today to join one of the Nation's most prolific real estate asset management firms.