**Business Development Associate**

**Job Type**

Full-time

**Description**

**WHO WE ARE:**

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 80 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.

**WHAT WE HAVE:**

We are looking for a passionate and experienced Business Development Associate 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 organize networking events and be comfortable with travel to meet clients face-to-face.

As a Business Development Associate, 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.  Apply 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\*\*\***

**WHAT WE OFFER:**

**BUSINESS DEVELOPMENT ASSOCIATE** **COMPENSATION:**

* Hourly/Salary plus bonuses. $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

**WHAT YOU WILL DO:**

**BUSINESS DEVELOPMENT ASSOCIATE** **JOB RESPONSIBILITIES:**

* Meeting the business goals and objectives
* Conducting market research and analyzing competitor activities
* Identifying and contacting potential clients via heavy outbound cold calling
* Traveling to meet face-to-face with clients out of state
* Building and maintaining long-lasting business relationships with clients
* Updating client and lead information in the respective databases
* Developing and implementing business growth strategies
* Preparing and presenting client retention plans
* Monitoring and analyzing sales data
* Reporting and coordinating the day-to-day activities with the Business Development Manager
* Assisting the Business Development Coordinator in preparing sales pitches
* Planning and drafting business plans

**WHAT WE REQUIRE:**

**BUSINESS DEVELOPMENT ASSOCIATE** **QUALIFICATIONS:**

* Knowledge of the ongoing market conditions and latest developments
* Familiarity with CRM software like pipedrive
* Excellent communication and presentation skills
* Strong organizational and time management skills
* Good analytical and problem-solving skills
* Strong multitasking abilities
* Proficiency in Microsoft Office tools
* Having an eye for detail
* Ability to manage stressful situations and strict deadlines
* Highly motivated individual
* Ability to work independently and collaboratively
* Ability to offer excellent customer service

**OUR CULTURE:**

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 that 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 $400 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.

PM22

**Salary Description**

$100k+ all in comp, Commission + Salary