

Your Realty Leverage, Inc.

<https://yourrealtyleverage.com/job/real-estate-recruiter-keller-williams-realty-newton-ma/>

Real Estate Recruiter KELLER WILLIAMS REALTY, NEWTON MA

Hiring organization
Your Realty Leverage, Inc.

Description

We are looking for our VP of Career Development for a thriving real estate firm!

Employment Type
Full-time

This person is an individual who is highly sociable, draws energy from working with people, and is optimistic and outgoing. He/she is an excellent leader within the organization, able to build a cohesive sales team that is united in their commitment to standards and to achieving goals. They have a strong sense of urgency, but not at the expense of quality.

Base Salary
\$ 65,000 - \$ 80,000

Date posted
April 12, 2022

They live to make an impact, are driven by transformation, and want to leave a legacy. They are on a leadership journey and want more for themselves and those around them. They operate with a high level of integrity, take initiative and breathe belief in others.

Responsibilities

- Hold on or offsite team building events
 - Manage a sales team and provide leadership, training and coaching
 - Analyze data to identify sales opportunities
 - Determine and assign sales quotas, targets, and/or goals. Project and forecast annual and quarterly revenue
 - Create and implement company budgets and expense reports
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- Establish expectations through recruiting, retaining agents, and managing the office
 - Servant leadership mentality
 - Lead, influence others, recruit, and change people's lives for the better
 - Become proficient in KW Command system and Tech Audits
 - Help share the Market Center's value story
 - Coach existing Keller Williams Professionals
 - Manage Executive Leadership to acceptable professionalism and job performance
 - Assist and/or lead sales and business meetings
 - Research competition and help develop business prospecting and marketing strategies to successfully compete and recruit in the market

Qualifications

- Prior sales experience is extremely important
- Innovative with "out of the box" solutions
- Proven success as a Sales Manger or team lead
- Ability to communicate effectively both written and verbal

- Proven organizational and planning ability

- Extraordinary people skills
- Leadership, management, team-building skills
- Goal setting, planning, accountability skills
- Above-average recruiting skills
- Career development and training skills
- Top-producing sales success track record in recent past
- Real estate knowledge, experience, emphasis on residential real estate is a bonus
- Desire to grow and lead others in growth

Job Benefits

\$65,000 – \$80,000 + Bonus