

Your Realty Leverage, Inc.

<https://yourrealtyleverage.com/job/vp-of-career-development-keller-williams-boston-metro-ma-us/>

VP of Career Development KELLER WILLIAMS BOSTON METRO, MA, US

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

- Collaborate with marketing to develop lead generation strategies
- Set individual sales targets with the sales team
- Contribute ideas to the creation of promotional material
- Analyze sales data on sales results and develop plans to address performance gaps
- Ensure members of the sales team have the necessary resources to perform properly
- Provide coaching, training and high-level leadership to the team
- 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

- Set targets, performance plans, and rigorous, objective standards
- Strong ability to lead a team
- 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

Job Benefits

\$65,000 – \$80,000 + Bonus + PTO + Benefits