

Your Realty Leverage, Inc.

https://yourrealtyleverage.com/?post_type=jobs&p=5488

Sales Team Leader (Chapel Hill, NC US) – Keller Williams United Chapel Hill

Description

You live to make an impact, are driven by transformation and want to leave a legacy. You are on a leadership journey and want more for yourself and those around you. You operate with a high level of integrity, take initiative and breathe belief in others. You believe in following a model – not reinventing the wheel. You like to play hard, win big and celebrate the success of others. Maybe you're an underdog, or you have risen to the top of leadership positions in every area of your business, career, and personal life. You're highly assertive, passionate, people-oriented and operate with high urgency. You have strong communication skills and naturally connect with others. The Team Leader chosen will get to create possibilities with a well respected veteran Operating Principal whose resume includes over 55k coaching calls developing leaders from solo agents to top levels of leadership/net worth & who genuinely cares about people and what THEY want to achieve in this world. If this sounds like the next phase of your leadership journey, there's only one way to find out ...

About Keller Williams United Chapel Hill

At KW United Chapel Hill & KW Cary, we believe in possibilities for EVERYONE. We see our offices as a calling to uniquely deliver on KW's 'Life Worth Living' mission by providing an environment where EVERY agent & EVERY leadership team member can be debt FREE, BUILD WEALTH & be an example of the FREEDOM that's possible for EVERYONE.

Responsibilities

- Recruit sales associates
- Share Market Center value/opportunities story with all Market Center leadership and associates
- Oversee training for existing sales associates (new and experienced) in key areas of business
- Lead sales and business meetings
- Research competition and develop business prospecting and marketing strategies to successfully compete
- Facilitate regular sales meetings
- Conduct performance reviews of staff and associates

Qualifications

- 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

Hiring organization

Keller Williams United Chapel Hill

Employment Type

Full-time

Job Location

Chapel Hill, NC US

Base Salary

\$ 72000

Date posted

July 13, 2021

- Common Sense

Job Benefits

\$72,000 base + bonus and potential for earned ownership, a strong player can hit \$150k+