

## SALES SPECIALIST

Fraser Forbes Real Estate Services supports all of your land and property needs. We pride ourselves as the premier firm serving the Mid-Atlantic region with core competencies in Sales, Management, Advisory and Financing Services for Land and Property owners and buyers. From raw land to re-development sites, Fraser Forbes offers these comprehensive brokerage and consulting services for all residential, commercial and mixed-use land and property needs. Our firm is built and operates on the bedrock philosophy of taking care of our clients' needs, having a deep commitment to and passion for the people and companies in which we interact, and maintaining extremely high performance and service standards. This philosophy allows us to provide best-in-class real estate services that create value, build vibrant communities and generate economic opportunity.

### **Job Summary:**

Fraser Forbes's Sales Specialists, independently and as part of a team, are responsible for sourcing new listings, interfacing with clients and following through with deals, under the guidance of the CEO. In every undertaking, the sales agent must not only work within the bounds of acceptable legal practice, but with the integrity and reputation of Fraser Forbes Real Estate Services always in mind.

### **Licensing, Education and Experience Required:**

- Candidate must possess a valid real estate license in the Commonwealth of Virginia, the District of Columbia, or the State of Maryland.
- Licensee must be in good standing with his or her respective regulatory agencies
- Bachelor's degree in a business or legal-related field preferred
- Demonstrated experience with attracting and retaining a client base in a sales atmosphere.
- Demonstrated experience with researching land records, tax maps and demographics in order to source deals and clients.
- Demonstrated experience working successfully with a sales team.
- Strong oral and written English skills.
- Experience making cold calls a plus.

### **Personal Characteristics:**

- Well-developed interpersonal skills. Ability to get along with diverse personalities.
- A high level of integrity and ethics.
- Able to work well both independently and collaboratively.
- Ability to establish credibility with clients.
- Self-motivated and results driven.

**Compensation and Benefits:**

**Sales Specialists are compensated through commission.** As an independent contractor, no company benefits are provided.

Please provide your cover letter and resume to our Founder & CEO, Richard Samit at [rsamit@fraserforbes.com](mailto:rsamit@fraserforbes.com)

*It is the policy of Fraser Forbes Real Estate Services to provide equal opportunity to all employees and qualified applicants for employment without regard to race, color, religion, sex, national origin, age, sexual orientation, marital status, Veteran status, physical or mental disability, or any other basis protected by law.*