

INVESTMENT SALES ASSOCIATE

We are looking for an ambitious self-starter to join a leading commercial real estate team at NAI Vegas. This person will be expected to: build their own book of business, manage internal referrals, and to help grow the team. The right candidate will be astute, outgoing, reliable, and exceptional with people.

We want a high energy, industrious person who wants to work in a team environment, and that is willing to learn and be coached. The candidate will be completely immersed into the team from day one with immediate insight into the business. This position will be responsible for the following:

Responsibilities

- Prospecting (Cold Calling) for New Business
- Meeting with Prospects and Understanding Their Goals
- Preparing Property/Market Studies
- Underwriting Investment Properties
- Constant Dedication to Self-Improvement and Learning
- Assist the Team with Current Projects
- Conducting Property Tours
- Handle in-bound referrals

Preferences:

- Applicants should have exceptional communication skills in person and in writing
- Applicants with a real estate license or experience is desirable, but not required.
- Applicants with a bachelor's degree or equivalent experience is desirable, but not required.

This is a full-time position located in Las Vegas, NV. You will be treated as your own boss to come and go as you please, but long hours and hard work are expected. Compensation will be commission only and unlimited. Hardworking, intelligent, and devoted individuals can expect to earn over \$50,000 their first year with an exponential growth curve in an industry where the sky is the limit.

NAI Vegas is a leading provider of Commercial Real Estate Services in the West. We are part of the NAI Global network of over 400 offices and 7,000 professionals covering nearly every major market nationally and across the globe. Serving both urban and rural markets, we leverage our resources to help you excel in your real estate goals. When you work with one of our team, you get the benefit of working with all of us.

NAI Vegas is operated by Brokers Holdings which operates commercial and residential brokerages in Utah and Nevada. With over 400 agents and staff, Brokers Holdings closed over 3,000 transactions worth over \$1 billion in value in 2018 and manages more than \$300 million in assets for its clients.

We invest heavily in technology, research, and marketing. Arti, our proprietary real estate platform delivers a marketing process, mapping solution, and property research capability to which no other real estate brokerage has access. Clients receive broader marketing exposure and a higher level of presentation enhanced by our graphic design and photography team. Through professional designations, affiliations, market research and stronger relationships, we deliver better results.

Job Types: Full-time, Commission

Experience:

Sales: 1 year (Preferred)
Real Estate: 1 year (Preferred)

Education:

Bachelor's (Preferred)

License:

Real Estate License (Preferred)

Commission Only:

Yes

Paid Training:

No

Management:

Team Lead

Please Contact liedinstitute@unlv.edu to be put in contact with the company!