



## Sales Associate Role | Raine & Horne Kingsford

Are you motivated and driven to succeed? Want to be a successful both to yourself and within the real estate industry? Don't miss this opportunity to join a highly respected real estate office.

**Raine & Horne | Kingsford** are seeking a hard-working, driven and ambitious **Sales Associate** to join their growing residential & commercial sales team.

If you want to build a successful career in real estate, look no further. You will receive exclusive coaching and mentorship from Elite Performing, Principal, Sam Karatasas and General Manager, Eleni Koumoukelis. Plus, high level training programs are in place to assist you in developing the right skills and habits to become the successful agent you aspire to be.

We are looking for candidates who are hungry for success, driven by results and are motivated to reach their goals. We are seeking individuals who are passionate, determined and are invested in their career growth.

We want you to be an integral part of the **Raine & Horne** business as we continue to grow within the community. You won't just be part of a team, you'll be part of a business who care about your future and your success.

A real estate certificate of registration or previous industry experience is highly desired, however we strongly encourage anybody with the appropriate skills and experience within a similar environment to apply.

So, if you like what you hear and want to be part of a growing, energetic and forward-thinking team, then apply now!

### Your duties will include:

- Client prospecting;
- Gathering market intelligence;
- Social media marketing;
- Assisting in developing marketing materials;
- Handling prospective buyer enquiries;
- Pre-settlement inspections;
- Pre & post appraisals follow up;
- Networking;
- Assisting with open homes and inspections;
- Database management;
- Assisting with home appraisals;
- Assisting with listing properties for sale; and
- General administration.

As you develop and display increasing competence in these areas your responsibilities will evolve, resulting in you becoming a fully-fledged Agent. In time, you may well become the Agent who mentors a new-starter!

**To succeed in this role you'll have:**

- A focused, driven and motivated personality;
- High level problem solving skills;
- Strong communication skills;
- A current Real Estate License or Registration Certificate (or be willing to obtain one ASAP);
- Be process driven with a strong attention to detail;
- Possess a strong work ethic and positive outlook;
- Can use a direct approach to selling but will also appreciate the more subtle aspects of sales negotiation;
- Highly technically proficient and comfortable with new technologies;
- Willingness to learn and adapt to new tasks;
- High level personal presentation;
- A team player;
- Possess exceptional follow up;
- Punctual; and
- A valid driver's licence and vehicle.

**In return you'll receive:**

- Competitive commission-based compensation structure, allowing you to earn uncapped income based on your performance.
- Comprehensive training and mentorship to support your professional growth and development.
- Access to cutting-edge technology and resources to streamline your workflow and enhance productivity.
- Collaborative and inclusive work environment fostering teamwork, creativity, and a strong sense of community.
- Opportunities for advancement within the company based on merit and achievements.
- The opportunity to be an integral part of a new, growing and innovative real estate business
- The backing of Australasia's largest real estate network;
- The ability to truly make your mark; and

**How to Apply...**

Please send a **cover letter** and your **resume** giving us a brief overview of your previous relevant experience and what interests you in this role to General Manager, Eleni Koumoukelis at [eleni.k@kk.rh.com.au](mailto:eleni.k@kk.rh.com.au)

**Apply now!**