

Sales Associate

Are you looking to kickstart your sales career in real estate? McGrath WNWHH is expanding, and we're on the lookout for a passionate Associate to join our sales team. In this role, you'll receive mentorship from an industry-leading Agent and support from a top-notch team, making it the perfect opportunity for those eager to learn and grow.

No prior real estate experience? No problem! While you do need a Sales Certificate to get started, we provide all the training and mentorship you need to thrive! Here at McGrath, we have the training and mentorship available to accelerate your personal, professional and financial development. Responsibilities will include the management of listings and various aspects of the listed-to-settle process.

If you are passionate about the real estate industry and seeking to join a dynamic and dedicated team, we invite you to explore this exciting opportunity!

Key Responsibilities:

- Cultivate and maintain relationships with potential buyers.
- Conduct open houses and private inspections with confidence and enthusiasm.
- Ensure meticulous organisation and upkeep of our client database.
- Implement various prospecting strategies to identify new listing opportunities, such as cold calling, letterbox drops, and just sold/just listed postcards.
- Oversee the sales process by maintaining regular communication with vendors and buyer specialists.

Qualifications for the Successful Candidate:

- Possession of a current NSW Certificate of Registration (or in the process of obtaining) and a valid Driver's License.
- Exceptional communication skills.
- Strong attention to detail.
- Collaborative mindset and a commitment to achieving optimal results.

What we can Offer You:

- Competitive base salary coupled with uncapped earning potential through commissions.
- Access to comprehensive training to facilitate your rapid integration into the team, along with ongoing opportunities for companywide learning.
- Engagement in our vibrant workplace culture, which includes regular social and well-being events that enhance the overall work experience.