



Sales Person Job Description

Mercer Oak Realty is seeking a driven, aggressive individual who is looking to work as a Broker/Salesperson in a fast-paced commercial real estate office in the Princeton, NJ area.

Job responsibilities include working with a team of professionals to learn the business but also requires the successful applicant be able to be a self-starter who is a people-person and someone who is looking for unlimited compensation and know that for every 100 prospective sales targets only a very few (maybe one) will turn into a closed deal.

You will need to:

- Work to develop potential leads in the marketplace by soliciting business from hundreds of prospective clients. This will include phone cold-calling and canvassing buildings and require that you are quick on your feet and good at getting others to talk in potentially challenging circumstances.
- Cooperate with Senior Brokers in our office to turn potential leads into closed sales. As a Junior Broker, you would uncover opportunities for tenants and buyers to acquire office space, you would introduce Senior Brokers to the prospective clients and learn the process of negotiating and closing lease deals and sales. Over time, you would become increasingly independent and able to run deals on your own and garner a larger share of the commissions.
- Learn the process of transacting in commercial real estate. We would pay for you to get your real estate license and provide you with a fully-loaded database of potential clients, teach you how to solicit business, help you to create and present financial analysis, negotiate leases and discern the difference between prospective clients who are wasting your time from clients who can make you money.
- Attend industry events, Chamber of Commerce Meetings, join Clubs, be a part of the fabric of the community to build relationships and become known. Mercer Oak encourages all employees to give back to the community.

We are looking for someone with:

- Sales experience, although this is not required.
- Have strong interpersonal skills.
- Proficient in the MS Office Package (Word, Excel, Power Point, Outlook, etc)
- Must be driven, self-start, ambitious, and seeking long term career with advancement and unlimited earning potential.
- Be capable of maintaining a high energy level and have the ability to work independently, as well as a team player.
- Must be an honest person with good judgment in all business matters.
- Real estate license is required for this position, but not required to apply.

We need candidates with an outstanding entrepreneurial work ethic with great time management skills. If you have a strong interest in sales, marketing, interpersonal skills and communication skills, and have proficient computer skills, please submit your resume.

Mercer Oak Realty offers a competitive salary package and will discuss if qualified for an interview. To be considered, please send your Cover Letter and Resume to info@merceroak.com.