



## **RESIDENTIAL REAL ESTATE BROKER – CONDO SALES**

### **ERES COMPANIES**

*Position to be based out of Sarasota, Florida*

### **COMPANY OVERVIEW**

Founded in 2014, ERES Companies is one of the fastest growing and unique real estate firms in the world. Unlike other commercial real estate service providers, ERES provides a truly vertically integrated approach to meet a multitude of real estate needs seamlessly controlling projects from start to finish. Leveraging the comprehensive power of our service lines, we are enabled to research, analyze, and provide the most efficient, cost-effective solution available for our client's real estate investments. This translates to peace of mind in knowing that their needs, timeline, and budget are being considered at every phase of their project. Our collective commitment to excellence, hard work, and creativity has resulted in a rapid firm expansion that has led ERES to complete thousands of successful projects both domestically and internationally, represent over five million square feet of commercial space and more than \$1 billion in real estate value, and manage over 6,500 multifamily and industrial units.

Our sophistication and expertise, combined with our small company values and client-centered approach, have provided us opportunities to partner with best-in-class, global corporate clients, including several Fortune 500 companies, in solving some of their largest and most challenging real estate issues. ERES is currently comprised of over 150 dedicated professionals working tirelessly to provide the finest all-inclusive real estate services in key secondary and tertiary markets across the globe. Always opportunistic about expanding operations, we have eleven domestic and international office locations in Denver, CO (headquarters), Sarasota, FL, Williston, ND, Bozeman, MT, Fort Worth, TX, Houston, TX, Midland, TX, New York, NY and Neuquén, Argentina.

### **THE OPPORTUNITY**

#### **Job Summary**

We are currently looking for full time licensed residential Real Estate Broker to join our team as an in-house agent in Sarasota, Florida. The primary responsibility for this position will be to help create and execute a Sales & Marketing strategy for a new high-end condominium development in the market. This is an ideal opportunity for a motivated self-starter possessing strong sales abilities, real estate marketing/business acumen and excellent communication skills.

#### **General Duties and Responsibilities**

- Work with the ERES Team to create a multifaceted strategic sales and marketing plan for the project
- Rigorously prospect for new business and follow up with leads in your pipeline on a daily basis from various lead sources to include but not limited to: sign calls, internet marketing sources/website registrations, presentations at the sales office, direct-mail responses, etc.
- Build rapport with potential buyers and real estate agents in the market
- Accurately track and convey productivity and sales metrics to management
- Qualify leads to accurately convey motivation, competition, and financial specifics to real estate agents

- Exude the drive and tenacity generate and close sales
- Execute all components of the sales/transaction cycle - drafting sales and purchase contracts to be completed upon the closing of each real estate transaction
- Ensure that all real estate transactions are in compliance with applicable laws and regulations relating to the purchase and sale of properties
- Attend all relevant project, sales or business team meetings and actively contribute

### **Position Requirements**

- Florida Real estate license required
- Bachelor's degree required
- Proven results and success in prior residential sales role, a minimum of 2-4 years of proven sales experience
- Strong professional presence and demonstrated ability to present to high-end prospective buyers
- Experience developing and selling complex value propositions
- Keen ability to listen, comprehend and problem solve
- Strong research and analytical skills
- Must have strong communication skills and possess effective business writing skills
- Competitive spirit paired with ability to create and develop relationships
- Ability to thrive under pressure
- Impeccable follow-up skills and the ability to focus on details while being cognizant of the big picture for the project
- Must be capable of maintaining a high energy level and being a team player
- Integrity and outstanding judgment in all business matters

### **EEO STATEMENT**

Energy Real Estate Solutions, LLC is an equal opportunity employer and committed to developing and maintaining a diverse workforce. Energy Real Estate Solutions, LLC strongly believes in equal opportunity for all, without regard to race, color, religion, creed, age, sex, pregnancy, family responsibility (e.g. child care, elder care), national origin or ancestry, citizenship, marital status, sexual orientation, gender identity or expression, transgender status, veteran's status, genetic information, or status as a qualified individual with a disability, protected leave status or any other protected characteristic in accordance with applicable law. The company also endeavors to make reasonable accommodations for known physical or mental limitations of otherwise qualified employees and applicants with disabilities unless the accommodations would impose an undue hardship on the operation of our business. Equal employment opportunity will be extended to all individuals in all aspects of the employment relationship, including recruitment, hiring, promotion, transfer, training, discipline, layoff, recall and termination.

### **SUBMISSION**

Cover letters should clearly outline relevant experience and its applicability to this role. Qualified candidates may submit a resume and cover letter to Kate Waggoner at [kate.waggoner@erescompanies.com](mailto:kate.waggoner@erescompanies.com).