Real Estate Sales Managing Broker Description

Base Camp Country Real Estate is in search of Individuals to lead their state's teams of real estate agents focused on representing buyers and sellers of recreational and farm land properties. This is an exciting opportunity to combine your passion for the outdoors with your profession of real estate sales and management. If you have been searching for a career in the outdoor/hunting industry and you are qualified for this position, Base Camp Country Real Estate would like to talk with you.

CULTURE

Our love for the outdoors runs deep and "More than Just Dirt, It's a Lifestyle" has meaning that not everyone understands. Those of us that have created memories and traditions in the outdoors can truly relate to how personal of a connection it can be.

Base Camp Leasing strategically aligned with Halderman Real Estate and Farm Management to form Base Camp Country Real Estate, a partnership 20 years in the making that is redefining recreational real estate sales. Our strong foundation combines 90 years of real estate experience and thousands of established relationships with landowners and hunters.

RESPONSIBILITIES

- Lead the states' team of agents toward achieving annual goals.
- Provide oversight and advice to the states' agents in day to day matters.
- Be timely in proofing, suggestion corrections and signing documents requiring manager's signatures.
- Be the line of communication between state agents and National Sales Director.
- Be current on state real estate laws and documents.
- Help agents stay current on continuing education and license requirements
- Stay current on the real estate industry, its regulations and legislation.

REQUIREMENTS

- Must live and breathe the outdoor lifestyle and understand the language
- Strong proficiency in Microsoft platforms (word, excel, powerpoint, etc.)
- Operates with a sense of urgency and self-motivation
- Ability to work full-time
- Be a licensed real estate agent for at least two years
- Complete at least 20 real estate transactions
- Complete four broker pre-requisite courses
  - 3 credit hours Business Economics
  - 3 credit hours Business Law
  - 3 credit hours Financial Management
  - 3 credit hours Human Resource Management
- Have an Associate Degree (minimum) / 90 quarter credit hours of higher education
- Pass the state of Ohio real estate broker exam

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SKILLS & QUALIFICATIONS

- TEAM MANAGEMENT — Must be able to oversee the agent team and handle any issues that arise.
- COMMUNICATION SKILLS — The ability to listen to and speak with clients, agents and leadership in an effective and professional manner.
- BUSINESS ACUMEN — Be able to understand how the company achieves objectives and goals to drive sales. In addition, possess the ability to think strategically to assist leadership in positioning the company for growth and or adapt to the changing climate of real estate sales.
- PERFORMANCE MANAGEMENT — Ability to evaluate agent performance and and suggest needed changes to management to ensure the accomplishment of the company's goals.

THIS IS

BASE CAMP COUNTRY

Base Camp Country Real Estate

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Wabash, Indiana 46992

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