



## Real Estate Sales Consultant

- Highly Successful and long standing Ballarat Real Estate Agency
- Join an experienced team in a great learning environment
- Hard work and relentless sales attitude = financial and career success

Caine Property offers Buyers, Sellers and Investors a level of service, professionalism and area intelligence to ensure optimal outcomes in an increasingly competitive market. Our team of high achievers share values, drive and vision in setting the gold standard for best practice in real estate. We love what we do and take pride in doing it well. This is your chance to be part of a well-established and successful Ballarat business.

### The Position

Due to business growth we are seeking a driven, hard-working individual that strives to succeed at everything they do. If you love to achieve, love being in control of your own destiny and do business "the right way" then this could be the role for you...

### Your Responsibilities

- Prospecting new and existing clients to obtain listings via phone calls, door knocking, conducting appraisals and organising listing appointments
- Building, managing and servicing a pipeline of potential vendors and buyers
- Negotiating and providing advice on property presentation with Vendors
- Managing relationships with Vendors to ensure that the sales process runs smoothly and they receive their desired outcome
- Building relationships with perspective buyers to ensure their buying needs are understood and met.
- Holding open houses and private inspections to show properties to perspective buyers.
- Negotiating offers to achieve sales and positive outcomes for both sellers and buyers.

# caine

property

## What we are looking for

- Strong prospecting and sales skills.
- The ability to keep chasing
- The ability to finalise transactions
- Strong negotiation skills with an ability to negotiate positive outcomes and improve results for vendors
- Strong business ethics
- The ability to build healthy and lasting relationships
- The ability to work with various types of personalities
- Someone who is driven by success and is not afraid of working outside of normal business hours to get things done.
- Someone with a valid Australian Driver's License.
- Successful completion of a Real Estate Agents Representatives Course is ideal but not critical initially.

## Benefits

Joining Caine Property will provide you with:

- An exceptional base salary
- A rewarding bonus structure
- Ongoing learning opportunities from an experienced team
- The opportunity to work in a friendly yet competitive environment

**For your rare chance to build a successful career at a leading Ballarat Estate Agency  
apply via Seek today!!**