

Listing Agent – The Santa Sells Houses Real Estate Team

Role

The Listing Agent is an individual who thrives on taking risks and facing challenges while maintaining a win-win, positive attitude. In addition, he/she demonstrates on a daily basis the knowledge, attitudes, skills, and habits of a high-achieving listing agent who is committed to putting clients first, doing the right thing, and seeking win-win agreements. The Listing Agent prospects for seller leads daily (includes identifying and calling for sale by owner) closes those leads to appointments, closes appointments to agreements, and then provides high-level fiduciary advice on pricing strategy and staging the home for sale. He/She will market the home or work in tandem with a Listing Assistant to launch a marketing campaign. He/She will evaluate showing feedback and reevaluate pricing as needed. Upon receiving an offer, the Listing Agent will negotiate the offer, write the contract, and oversee the deal through its close.

Duties and Responsibilities

- Prospect for seller leads, convert leads to appointments, and close appointments to agreements
- Provide high-level fiduciary advice on pricing strategies and staging homes for sale
- Market the home as appropriate
- Responsible for identifying, contacting, and obtaining appointments with for sale by owners, as well as maintaining consistent lead follow-up until the prospect lists or decides not to sell
- Evaluate showing feedback and reevaluate pricing as needed
- Effectively negotiate, or oversee negotiations for sellers
Consult with clients to ensure fiduciary service of the real estate transaction from initial contact through contract to close

Essential duties and responsibilities

- Oversee all aspects of sellers' transactions from initial contact to contract to close
- Negotiate for sellers

Communications/Interactions

- Listing Manager – daily
- Sellers – daily
- Transaction Coordinator – daily

Knowledge/Skills

- Strong written and verbal communication skills
- Excellent organizational and time-management abilities
- Calm under pressure
- Computer skills
- High school graduate
- Licensed in the Province of Ontario
- 1–3 years of industry and sales experience