



AMERICAN FOREST MANAGEMENT

Position Title: Land Sales Broker or Sales Associate
Reports To: Broker in Charge
FLSA Status: Independent Contractor

Summary: A professional, independent (**requires a 1099**), real estate sales associate or broker to act as an intermediary between sellers and buyers of acreage properties. You will market real estate on behalf of clients and provide guidance to buyers/sellers to facilitate the purchase/selling process under the supervision of the Broker in Charge. You will regularly engage with the public at large to procure listing and market listed properties. Farm area will include Mississippi and West Alabama based out of Meriden, Mississippi. Land acreage properties in the Willamette Valley area, Oregon. American Forest Management DOES NOT SELL HOUSES. These positions are to sell LAND only.

Essential Duties and Responsibilities:

- Provides guidance and assist sellers/buyers in marketing/purchasing timberland and agricultural property for the correct price under the best terms.
- Determines clients' needs and financials abilities in order to propose solutions that suit them.
- Intermediate for processes negotiation.
- Consult on market conditions, pricing, lending practices, land use regulations and other related matters.
- Performs comparative market analysis/broker price opinion.
- Displays and markets acreage property to potential buyers.
- Routinely prospects for new listings.
- Prepares necessary paperwork (listing agreements, contracts, leases, deeds, closing statements etc.).
- Maintains real estate files in a manner that is compliant with State regulations and internal company policies.
- Maintains and updates listings of available properties per internal company guidelines.
- Cooperates with appraisers, escrow companies, lenders, and other external stakeholders to facilitate successful transactions.
- Develops networks with external brokers, attorneys, mortgage lenders, contractors, and other industry stakeholders.
- Demonstrates continued high-level sales success through methodical implementation of effective marketing in multiple mediums.
- Remains knowledgeable about real estate markets assigned and best practices.

Knowledge and Requirements:

- Valid, current, real estate broker's or sales associate license.
- Proven working experience as a land-focused, real estate agent or experience in a related field.
- 3+ years of sales experience and 5+ years of professional related field experience.
- Knowledgeable in multiple aspects of rural real estate including; timber, forestry, agriculture, recreation, wildlife habitat, hunting, minerals, soils, conservation, and other attributes that effect land use and values.
- Proven track record of sales success.
- Requires excellent interpersonal skills in conjunction with the ability to work independently.
- Strong sales, negotiation, and communication skills.
- Familiarity with Microsoft office applications, county land record system searches, and ability to learn internal GIS mapping systems.
- Ability to work full time as an independent contractor.

- Financial wherewithal to operate in commission only compensation structure, invest in marketing materials, provide suitable transportation, and tools necessary to conduct the land sales business.

Benefits:

- Unlimited earning potential.
- Access to un-paralleled marketing support and material from dedicated in-house staff.
- Access to team of land management professionals in a parent organization, American Forest Management, one of the largest forestry consulting firms in North America.
- This includes access to professional foresters, GIS specialists, forest planners, professional appraisers and wildlife biologists.
- Skill development and enhancement through internal AFM Land Sales training program, mentoring and team approach.
- Being part of a national team of land professional that has an established land-specific brand and existing relationships with major owners of acreage property throughout the US.

Covered Expenses:

- Corporate marketing
- Use of www.afmlandsales.com and corporate website partners through direct feed of listings
- Listing and marketing expenses
- Administrative assistance
- Errors and Omissions Insurance
- CRM data base

To apply, please go to: <http://atsod.com/j/s.cfm/LWB>