



AMERICAN FOREST
MANAGEMENT

POSITION ANNOUNCEMENT

Position Title: Land Sales Broker
Reports To: Pacific Northwest Broker in Charge
FLSA Status: Independent Contractor

Summary: AFM is searching for a professional, **independent** contractor/real estate broker (**requires a 1099**) to act as an intermediary between sellers and buyers of acreage properties. The Broker/Contractor will market real estate on behalf of clients and provide guidance to buyers/sellers and facilitate the purchase/selling process in the Oregon/Washington State areas.

Essential Duties and Responsibilities:

- Provides guidance and assistance to sellers/buyers in marketing or purchasing rural property.
- Intermediate for processes negotiation.
- Consults on market conditions, pricing, lending practices, land use regulations and other related matters.
- Performs comparative market analysis/broker price opinions.
- Displays and markets acreage property to potential buyers.
- Routinely prospects for new listings.
- Prepares all relevant real estate paperwork (listing agreements, purchase and sale agreements, advertisements, etc.).
- Maintain real estate files in a manner that is compliant with State regulations and internal company policies.
- 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 in relevant real estate markets and best practices.

Knowledge and Requirements:

- Valid, current, real estate broker's license.
- Proven working experience as a land-focused, real estate agent or experienced in a related field.
- 3+ years of sales experience and 5+ years of professional related field experience.
- Knowledge 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 Suite, 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 professionals that has an established land-specific brand and existing relationships with major owners of acreage property throughout the US.

Expenses Covered:

- Corporate marketing
- Use of www.americanforestmanagement.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/MNH>