

Real Estate Acquisitions Manager

Mile High Home Buyers is a Denver-based real estate investment firm specializing in the acquisition and resale of single-family residential investment properties. The firm is managed by a team of highly experienced real estate investors who have successfully acquired more than \$40 million of real estate assets since 2007. While Denver is our home market, we are expanding aggressively to other markets nationwide. This is a remote/work-from-home opportunity!

SUMMARY

As a Real Estate Acquisition Manager, you are a key member of our team responsible for generating new business. You will prospect for new residential properties to be acquired by Mile High Home Buyers by building relationships with home sellers on a daily basis. Your passion for real estate shows and you are eager to grow in the company. You are a self-starter and self-motivated, eager to learn and driven to succeed. Working remotely, you are confident in your daily routines and comfortable collaborating with other team members via online platforms. This is a highly communicative position requiring confidence in engaging with prospects and a curious mind in solving problems.

COMPENSATION

\$60,000+ per year. No cap - your upside all depends on your skills and work ethic. This is a commission only position. Typical time from seller contract to sale and commission is 30 days. We offer a two month fixed payment plus commission ramp while you are trained.

We provide a fun and positive work environment. Although you'll be working remotely, you'll feel part of a team. All training is provided, including specific sales, software and systems training to help you maximize your earning potential. Tons of growth opportunities including managing other sales team members.

RESPONSIBILITIES

- Qualify, engage and build rapport with inbound leads via phone, text and email
- Prospect for sellers/properties through outbound calling
- Manage pipeline of current leads with a goal of conversion to purchased property
- Capture detailed interactions with prospects and leads through our CRM
- Use market trends, comps, data research, site walks, and outreach to assess property value and condition
- Set appointments for inspecting properties

QUALIFICATIONS

- Sales experience is a must with a proven and verifiable track record.
- Real estate experience is not required, but a definite plus.
- Solid computer skills including experience with Google Sheets and Docs; trainable in specific software apps
- Excellent communication skills (oral and written)
- Ability to set and close appointments over the phone
- Strong problem solving skills and inquisitive mind
- Ability to engage with homeowners, build trust and diagnose their needs
- Independent and self-motivated
- Ability to handle objections and rejection. Confidence to move on when needed.

REQUIREMENTS

- Full-time 30-40 hours per week; some weekend work.
- Reliable vehicle and valid drivers license
- Laptop or computer (separate monitor highly recommended)
- Cell phone

To apply, email your resume, letters of recommendation and/or references to jobs@milehighhomebuyers.com or apply online at <https://milehighhomebuyers.com/join-our-team/>