



FREELANCE REAL ESTATE SALES AGENTS AT KIMISITU INVESTMENT COMPANY PLC

Job Description:

We are seeking highly motivated and experienced freelance sales agents to join our real estate team. As a Freelance Real Estate Sales Agent, you will be responsible for generating leads, prospecting clients, and closing real estate transactions. This position offers the flexibility to work remotely and on a project basis.

Responsibilities:

- Generate leads through various channels, including networking events, social media, cold calling, and referrals.
- Prospect potential clients and establish relationships to understand their real estate needs and preferences.
- Conduct property tours and provide detailed information about available listings.
- Assist clients in evaluating properties, negotiating offers, and closing deals.
- Provide guidance and support to clients throughout the buying or selling process.
- Stay informed about market trends, property values, and real estate regulations.
- Collaborate with other real estate professionals, including agents, brokers, and legal advisors, to facilitate smooth transactions.
- Maintain accurate records of client interactions.
- Follow up with clients to ensure satisfaction and foster long-term relationships.
- Meet or exceed sales targets and performance metrics.

Requirements:

- Proven experience in real estate sales, preferably as a licensed real estate agent or broker.
- Strong sales and negotiation skills with a track record of achieving targets.
- Excellent communication and interpersonal skills, with the ability to build rapport with clients.
- Knowledge of local real estate markets, property values, and industry trends.
- Ability to work independently and manage time effectively.
- Self-motivated with a proactive approach to lead generation and business development.
- Attention to detail and strong organizational skills.
- Flexibility to adapt to changing market conditions and client needs.
- A commitment to professionalism, integrity, and ethical business practices.
- Have a valid and current certificate of good conduct

Method of Application

If you are a results-oriented sales professional with a passion for real estate and are interested in freelance opportunities, we would love to hear from you. Please submit your resume, along with any relevant certifications or licenses, and a brief summary of your sales experience in the real estate industry to info@kimsituinvest.co.ke