



POSITION ANNOUNCEMENT

Position Title:	Land Sales Broker or Land Sales Associate - Virginia
Position Objective:	Representing Sellers and Buyers in Land Sales Transactions
Reports To:	Broker in Charge
FLSA Status:	Independent Contractor

American Forest Management, Inc. (AFM) is the largest forest consulting and real estate brokerage firm in the United States. AFM currently manages over 6 million acres of privately owned timberland and has sold over \$2 billion in real estate transactions. With 265 employees operating from 49 offices located in 16 states, AFM's team of professionals is focused on meeting client needs by providing a complete range of forestry services. Our small regionally dispersed offices allow us to provide individualized services, and our large overall size allows us to coordinate teams of foresters and technical specialists for large, complex jobs.

AFM's team of professionals is focused on meeting client needs by providing a complete range of forestry services including land and wildlife management, land sale and acquisition services, forest inventory and design, growth and yield modeling, cash flow projections, environmental services, appraisal, forest resource data management and harvest scheduling.

Summary: A professional, independent, 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. Coverage area will include Virginia (and adjoining states, if licensed).

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 financial 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, Virginia Real Estate Broker or Salespersons license (ability to work in adjoining states, if licensed there as well).
- 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.AmericanForestManagement.com and corporate website partners through direct feed of listings
- Listing and marketing expense budget
- Administrative assistance
- Errors and Omissions Insurance

To apply, please go to: <http://atsod.com/j/s.cfm/T1V>