



REAL ESTATE SALESPERSON

Join Our Mission-Driven Real Estate Team!

Are you an enthusiastic Real Estate Agent looking to make a meaningful impact? Join Neighborhood Housing Services of the Inland Empire, where your skills can help transform communities and support vital causes.

About Us

Neighborhood Housing Services of the Inland Empire (NHSIE) helps low-to-moderate-income families and first-time homebuyers throughout San Bernardino and Riverside Counties obtain and maintain housing they can afford in communities that they choose through the delivery of services within our main programs: Homebuyer Education, Financial Fitness, Lending, Home Rehabilitation, Community Building, Realty and Foreclosure Intervention.

Why Work with Us?

- **Mission-Driven:** Contribute to affordable housing projects, community development, and support nonprofit housing organizations.
- **Competitive Commissions:** For a full-service brokerage, you will receive fair compensation for your sales with the ability to continue prospecting while avoiding paperwork.
- **Collaborative Environment:** Be part of a supportive team dedicated to positive change and innovative solutions.
- **Professional Growth:** Access to ongoing training, networking opportunities, and sense of fulfillment as the company's side of the split goes toward the community.
- **Leads and Sales Training Provided:** We provide you with the leads and ability to take those prospects through to contract and closing.
- **Flexible Work:** Benefit from flexible working hours and remote work options to balance work and life.
- **Administrative Support:** We have a dedicated administration so you can focus on prospecting and sales while we take care of the paperwork and closing.
- **Low-Activity Market Advantage:** Have exposure to a unique sub-set of clients who can still buy in this market with the use of down payment assistance.
- **Hybrid Environment:** You can work in the office, from home, and in the field.

What We are Looking For:

- **Licensed Real Estate Agents:** Licensed with the California Department of Real Estate.
- **Community Focused:** Passion for the community and using your sales skills to help a bigger cause.
- **Excellent Communicators:** Strong interpersonal and communication skills to build lasting relationships.
- **Driven and Ambitious:** Initiative-taking individuals eager to achieve goals and drive our mission forward.

Requirements:

- California Real Estate Salesperson License in the relevant state.
- Great people skills.
- Strong sales, negotiation, and communication skills.
- Knowledge of CAR Forms.
- Knowledge of how to perform a home valuation.
- Good Standing with your previous board of realtors (if applicable).
- Ability to network to build your business.
- Drive and the skill to understand and present contracts.
- Ability to join the Board of Realtors and MLS.
- Cell phone, laptop computer, internet access (when remote), and professional attire.
- Automobile and vehicle insurance.
- The ability to work independently with excellent people skills.

Sales Skills:

This is a commission-based sales position. Sales skills and the ability to grow and build your sales skills is the number one factor in your success. The successful candidate will demonstrate traits such as trustworthiness, likability, forbearance, knowability, and use a range of skills and traits to connect and build relationships with customers. You must be able to help clients purchase and sell properties. This position will require excellent communication and sales skills. Prospecting, presenting, objection handling, follow-ups, closing, and the ability to connect with your client is what will make you successful in this position.

How to Apply:

Ready to be effective in the real estate industry? Send your resume and a cover letter detailing real estate experience to Jobs@nhsie.org or apply online.

Join Neighborhood Housing Services of the Inland Empire and be part of a team that is making a real difference, one family, one community and one property at a time!

NHSIE is an Equal Opportunity Employer