

Sales Management Training Program

Weichert, Realtors is looking to hire highly motivated sales professionals who are interested in taking their career to the next level by joining our intense and rewarding Management Track program. This program is designed to improve your current sales skills while preparing you for a future management position with our company.

This is a salaried position that offers a full benefits package as well as paid time off, 401K, etc.

As part of our Management Track program, you will first be responsible for actively listing and selling as a real estate sales associate. Along with your sales activities, you will be taking various training courses, both in-class and online, to further enhance your professional development. You will also be assigned a mentor whom you'll work closely with from day one to help you gain hands-on leadership experience. By the end of the program, successful candidates will have an in-depth understanding of all the Weichert tools and systems, experience making crucial leadership decisions, and will have earned a real estate Broker's license required to manage a sales office.

Candidate Requirements:

- 4 year college degree preferred
- 2+ years of sales experience in any industry
- Willingness and ability to obtain a NJ real estate license
- Strong communication and presentation skills
- Knowledge of MS Office – Outlook, Word, Excel
- Professional demeanor and positive attitude