



NEST WILMINGTON IS HIRING A...

STRATEGIC GROWTH MANAGER

Founded in 2008, Nest Realty is a full-service real estate agency specializing in residential and commercial properties with 7 locations throughout Virginia and North Carolina.

We believe the real estate experience is often a gateway to the next chapter of your life. The process should be a happy one. Fun. Moving. Exhilarating. It is for us, and we love sharing it with our clients.

Though we still operate like a start-up, we are growing. That's where you come in. We're seeking a remarkable Strategic Growth Manager to join our team and help us ensure our business continues to operate efficiently and our brokers and their clients receive exceptional service.

THE OPPORTUNITY

From recruiting to career development, you will ensure that Nest attracts and retains the best talent, and acts as a place where agents at all levels can thrive.

Nest's Strategic Growth Manager will work directly with our Broker In Charge and will be a major cog in our wheel by helping to attract new Brokers to Nest Wilmington and work hand-in-hand with our current Brokers to assist with their professional growth and development.

THE BIG PICTURE

The position is a combination of recruiter, growth coach, networker and strategic planner. You'll be on the front lines to grow our team, but also coaching and consulting with our current team to help them grow their businesses and make them feel supported and appreciated. You will be a direct reflection of our agents - talented, honest, down-to-earth and supportive. There's a lot to do at Nest and we're looking for someone with energy, enthusiasm, and a 'can do' attitude to join our team.

Here's an initial rundown of the tasks and responsibilities of our Strategic Growth Manager:

- You'll prospect, identify, and recruit key agents that fit the stringent performance and culture expectations of Nest Realty
- Work directly with each of our agents to coach and support them with their business goals and initiatives. You'll be part business coach and part accountability coach to them.
- Understand our arsenal of tools and services available to our Brokers and be available to not only coach our Brokers on the best way to utilize these tools/services, but also provide them with basic training
- Hold ongoing group and one-on-one training sessions for our Brokers
- You'll be the first point of contact for prospective agents and will establish and maintain relationships with the key players in the region.
- You'll be one of the faces for our company and a driving force behind our regional Broker growth and support our team of Brokers and the overall Nest Wilmington Brand
- You'll work hand-in-hand with the Broker In Charge and marketing team to create and execute strategic initiatives to enhance top line revenue growth, as well as regional Brand awareness



THE DETAILS

Our Strategic Growth Manager will work closely with our entire team to ensure that our brand message and value proposition is properly communicated and that we are providing our current Brokers with the highest level of support and service.

You must:

- Understand that providing the highest level of support to our Brokers is vital to our short and long-term success
- Be meticulous in following company procedures with regards to processing documents, contracts, and financial payments
- Stay on task, and meet targets and goals
- Care deeply about the details and understand that we are continually looking to get better
- Serve as a steward for our brand, speaking your mind, and putting your foot down to protect it when necessary
- Check your ego at the door. At Nest, it's about the work, not the job title. This is a team sport.
- Understand that we operate as a start up and there are scenarios where we need you to work outside of your standard scope to help our team with certain tasks

THE SKILLS

Required Proficiencies:

- Licensed NC Real Estate Broker
- Strong verbal, written, and interpersonal communication skills
- Previous experience in outbound sales
- Proven track record of success and personal accountability
- Leadership experience
- Ability to lead company and client meetings and presentations
- Highly organized with an eye for detail
- Tech-savvy and able to navigate new software programs
- Strong knowledge of word processing and spreadsheet platforms
- Self-starter with a desire to collaborate with team members
- Flexibility and multi-tasking: you must be able to toggle between tasks as needed
- High energy and a positive attitude

Bonus (but not required):

- Previous real estate brokerage management or sales management experience
- Broker in Charge (BIC) Eligible



HOW TO APPLY

To apply for this Wilmington, NC based position, please send the following required items to ryan@nestrealty.com

1. Your resume and a brief cover letter in **PDF format**.
2. Your salary requirements

Please note that incomplete applications will NOT be considered.

If you're feeling up to it, go ahead and be creative and send us whatever else you want to show us that you're awesome and that you're the right person for this position.

Compensation is commensurate with experience.

This position is full-time and based in our Wilmington, NC office. Sorry, we will not consider anyone working 'virtually.' You gotta be here...plus we're fun to be around and Wilmington is a pretty sweet place to live.

This job will require some responsibilities after 'normal' business hours. (Are there normal business hours anymore?) The vast majority of the time spent working will be weekdays from 8:30-5:00. *However, please understand that there are many scenarios where you will need to schedule meetings, attend events or help our Brokers 'after hours.'*

Confidentiality is ensured.

We can't wait to hear from you!

