



## Real Estate Agent

This role is ideal for either an Agent with experience that is looking to focus solely on working with dream clients and letting us take over all the 'rest' or a new Agent looking to learn the best ways to convert leads into clients and actually do deals. Both positions will be supported by our team and our established processes so those pesky "entrepreneurial" tasks can be eliminated (bye, bye admin and paperwork!).

### Role Highlights

**Company:** Jen Dumitrescu Real Estate

**Job Title:** Real Estate Agent

**Reporting to:** Owner - Jen Dumitrescu

**Location:** Toronto, Ontario. Fully Remote

**Compensation:** Commission

### About Jen Dumitrescu Real Estate

At JD Real Estate we are action takers, we believe in doing things differently, and most importantly, we believe in making things easy!

Our Founder, Jen, has spent over 16 years as a successful agent and broker. Through her career she has developed streamlined processes and tools to make the flow of work easy. She uses this knowledge to grow her real estate business, empower new and experienced agents, and ultimately create her dream life and business.

Our team is all about moving things forward, changing things in the industry that can be outdated, all while taking a business and client first approach. We have an incredibly talented team of experts, including agents, operations, marketing, staging, videography, photography and administration, so that our agents can do what they do best!

We believe that with the right people we can all share and grow together. We know that there is enough business out there for us all to be successful and that doing it together is just a lot more fun.

## Role Description

This role works directly with our internal team supporting our buyers in Toronto.

You are supported by our operations, marketing and administration team to handle all of the paperwork and administration that normally comes with working for yourself. You are encouraged to bring in your own leads as they come in but we are working on your behalf to bring qualified leads into the business for you to serve.

We want you to thrive and we want you to work with clients you enjoy. Our goal is for you to work with us for a long time and we know to do that, we need to keep you doing what you love to do!

We have developed a comprehensive systematic approach to real estate. We use streamlined processes that create continuity and consistency in our experience for our clients. You will learn and utilize these processes first hand to provide an excellent experience for your clients.

We love new ideas and opportunities for improvement, so if you see something you think could be improved, we encourage you to say it!

## Knowledge, Skills, and Abilities

- Be a licenced agent
- 2+ years of experience working in Real Estate
- Impressive relationship building and communication skills

- Creative, action-oriented agent with a fresh and progressive perspective on real estate
- Team player with an action oriented attitude
- Passion for completing transactions and wowing clients with your service.
- A desire to work with a team that handles all the other aspects of real estate.

## Location, Commitments, and Culture

- This role is located in Toronto
- We are looking for someone dedicated to making this their full time career.
- We believe in building a business that serves our lives rather than one that our lives serve. We respect and encourage work-life boundaries and believe that using our system of processes and tools makes that possible.
- We care about how the work gets done and always operate with transparency and integrity.
- We are here to be your coaches and mentors as you grow in your career. Your development is important to us.
- We are a team and client based culture and will always prioritize our time and energy in these areas.

## How to apply

We are an equal opportunity employer, and all employment is decided based on qualifications, merit, and business need. We thank you for your interest in this role and will be in touch with applicants selected for an interview.

Apply on our website at: <https://www.jend.ca/culture>