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**Your job title:** Showing Assistant

**Where you will work:** 2201 Lake Woodlands Drive, The Woodlands, TX 77380

**Who's the boss:** Michael Sharpe

### **Who are we?**

The mission of the Kink Team is to provide the premier client service experience for each home seller and home buyer we work with. Knowledge we've gained through years of working in the local market empowers us to provide our home buyers and sellers with the advice they need to make informed decisions. Whether it's selling a home, searching for a home, or negotiating a contract, each member of the Kink Team is an experienced real estate professional who applies their expert skills to each step of the process to help each client achieve an outstanding result.

### **Who are we looking for?**

The Showing Assistant will be an individual who is highly sociable, draws energy from working with people, and is optimistic and outgoing. They have a compelling desire to support the lead agent in achieving team success, while being committed to growing their own skills and to developing into a leader within the team.

After the lead agent performs a needs analysis, the lead agent will pass the desired criteria to the Showing Assistant. The Showing Assistant will pick up the baton and find homes that meet the criteria, and they will drive buyer clients to those homes. As clients explore homes, the Showing Assistant will work with clients to confirm or refine criteria and will show additional homes as needed. When buyer clients are ready to make an offer, the Showing Assistant will pass the baton back to the lead agent.

The Showing Assistant will have a real estate license in order to meet MLS criteria for the duties in this role. Additionally, they may be eager to earn the right to use their license as a Lead Buyer Specialist. They are forward-looking individuals who develop and maintain positive professional relationships. They have a track record of success, and a palpable desire to succeed in this role, as well as their next.

### **What will you do?**

These are the standards a well-above-average performer will maintain or exceed:



- Assist the lead agent by showing homes to buyer clients
- Assist the lead agent by identifying homes that meet the criteria as specified by the lead agent after the lead agent has completed a needs analysis

### **Essential duties and responsibilities**

- Driving buyer clients to homes
- Working with buyer clients to refine their needs and wants based on seeing homes
- Finding homes that meet buyer clients' criteria

### **Communications/Interactions**

- Lead Agent - daily
- Buyers - daily

### **Knowledge/Skills**

- People oriented
- Happy, positive
- Ability to spend a large amount of time driving in their car
- Ability to analyze clients' needs and wants and match them to homes
- Learning based
- Ambitious with proven ability to succeed
- High school graduate
- Real estate license
- Success

### **Requirements**

- Valid driver's license
- Real Estate license

### **Compensation**

- Base salary plus commissions on closed transactions.
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