

JOB DESCRIPTION

Investment Sales Agent

Employment Type: 1099 Independent Contractor · Commission-Based

Location: Remote (Texas-based) — occasional travel for site visits and client meetings

About the Role

North Star Brokerage & Advisory is a commercial real estate brokerage focused exclusively on outdoor hospitality assets — RV parks, campgrounds, marinas, mobile home communities, and self-storage. We're growing our team of Investment Sales Agents to represent sellers across our niche, from listing through close.

What You'll Do

- Represent sellers in the marketing and sale of commercial real estate within our niche
- Review financials, underwrite, and value properties
- Market properties to qualified buyers and investors
- Source and build client relationships and property listings
- Prepare and present offers, and negotiate transactions through close
- Collaborate with our internal team on deal strategy, marketing materials, and client outreach campaigns
- Log and upload all client activity into our CRM
- Build and manage your own book of business with firm support
- Report regularly on activity and pipeline to firm leadership

What We're Looking For

- Active real estate license (Texas preferred)
- Strong experience in commercial real estate investment sales or brokerage
- Self-motivated and comfortable in a relationship-driven, outbound-heavy, commission-based sales role
- Ability to work remotely with reliable equipment and internet
- Outdoor hospitality real estate experience a plus

Compensation

A competitive, commission-based structure. Full compensation details are discussed during the interview process.

How to Apply

Visit <https://nstarba.com/careers/> to submit your application and resume.