



INTERNAL WHOLESALER

The Company:

Resource Real Estate, Inc., (“RRE”) is a real estate investment and asset management company focused on direct and indirect investments in both distressed and income generating real estate throughout the U.S. RRE has nearly \$2.0 billion of diversified real estate assets under management and has historically generated returns in excess of 25% from its investments.

RRE makes investments on its own behalf or through dedicated investment vehicles with a variety of joint venture capital partners. With 600 employees, RRE has offices in Philadelphia, New York City, Los Angeles, Omaha and Denver. RRE is headquartered in Philadelphia, PA RRE and is a wholly owned subsidiary of C-III Capital Partners, a leading real estate investment management and commercial property services company. RRE owns and manages approximately 17,000 multifamily units in more than 20 states. We have raised approximately \$1.4 billion in the aggregate through the independent broker dealer network, including \$635 million in capital for Resource Real Estate Opportunity REIT and \$556 million for Resource Real Estate Opportunity REIT II.

REPORTS TO: Sales Manager

LOCATION: Philadelphia

FLSA STATUS: Non-Exempt

The Position:

This purpose of this position is to develop and expand relationships with registered representatives working with a nationwide group of broker/ dealers who are part of Resource Real Estate’s (RRE) investment product selling group.

Selected Responsibilities:

- Be an intricate part of a successful internal sales desk by providing sales support to the sales team and registered representatives.
- Works closely with assigned external wholesaler to create sales goals by identifying and cultivating leads form prospecting, ad campaigns, conferences and referrals
- Participate in the success of national sales by helping on sales campaigns and territory projects as needed, including call activity for the following:
 - Call campaign to representatives new to our selling group to help each territory touch every representative’s quickly.
 - Call campaigns and event (Dine Arounds; Conference Calls; Fund Updates; Due Diligence Meetings, etc.)
 - Call representatives pre and post for large conferences so we can touch everyone who attended
 - Present webcasts (weekly or bi-weekly open to all advisors), helping with individual webcasts when needed.
 - Prospecting to reach new representatives and give them the initial pitch to be passed onto the territory team.
 - Fill in for internal wholesalers who are out of the office (PTO or on the road)
 - Schedule sales appointments for the external wholesaler(s) in assigned territory.
- Maintaining wholesaling activity logs vial Salesforce.com to create and maintain advisors profiles and data on the current and proposed sales activity
- Preform follow-up activities for external wholesaler(s) appointment’s
- Presents sales activities at monthly wholesaling meetings with external partners to the supervisors

Updated On: 10/3/2016

- When an internal wholesaler position becomes available in a territory, assume the open territory position; compensation will be adjusted to reflect the additional responsibility

Qualifications:

- Strong sales, presentation, interpersonal and communication skills
- Must be a self-starter who requires little direction to succeed
- Willingness to work in a fast paced, challenging environment
- Thorough understanding of financial products
- Two plus year's experience in sales. Experience in the securities industry is a plus
- Possession of FINRA Series 7 and 63 license required
- Clean U-4 and credit history