

**SEND RESUME AND COVER LETTER TO HRINFO@LANDSOLUTIONS.NET**

- Position:** Research Associate  
**Reports to:** Director of Sales  
**Works With:** All Land Solutions staff, LSI sales associates/brokers, outside consultants, investors, real estate brokers, and land sellers

**Position Statement**

Land Solutions, Inc. is growing rapidly in 2018 and is seeking a Research Associate to further our company's market knowledge base and identify future revenue opportunities. This is a professional position requiring excellent communication, research, analysis, and reporting skills. This is a critical position to the continued success of the company and requires a self-motivated individual that wishes to be a driver for continued company success. Individual must be a highly detail-oriented, persistent, and honest employee that is able to effectively communicate with a variety of personality types. The Research Associate will have flexible work hours to be determined by level of experience.

**Qualifications**

- Ability to provide in-depth research and formulate fact-driven reports and analysis
- Experience in Real Estate preferred but not required
- Ability to perform well under pressure and act with a sense of urgency
- Excellent personal management & organizational skills
- Ability to communicate, orally and in writing, with a wide range of potential clients, vendors, consultants and investors
- Proficient with Microsoft Office (Word, Excel, and Outlook)
- Ability to maintain a professional appearance and demeanor in a demanding and challenging work environment
- Superior follow-through skills
- Excellent telephone and cold-calling skills

**Job Duties**

- Lead efforts to secure new business for the company under direction of the Director of Sales
- Research target market areas and identify new areas of opportunity via in-depth data mining
- Maintain radar screens outlining personal and team priorities and accomplishments
- Assist sales team in securing new listings by providing appropriate supporting market data
- Communicate with potential leads via telephone and in-person meetings (in-office and on-site)
- Investigation of specific properties by direction from Director of Sales and CEO