



## JR LAND ACQUISITION SPECIALIST

**Department:** Rush Development, Inc.  
**Reports To:** Land Development Manager  
**FLSA Classification:** Non-Exempt  
**Date:** 03/01/24

### About Us

At Rush, our foundation is built on our people. It's their collective drive for innovation and collaboration that truly sets us apart in the dynamic fields of development, construction, and real estate. With over 37 years of industry expertise, we've gained invaluable insights into what fosters enduring commitment. Our unwavering focus on leadership development, continuous learning, and fostering cohesive teams has cultivated a work culture we are deeply proud of. We're not just about building structures; we're about building purpose. Through active engagement in our communities and philanthropic efforts, we're seeking individuals who are not only passionate about their work but also crave deeper purpose in their careers. If this speaks to you, we'd love to connect and explore how you could be part of our team.

### Job Summary

As a **Junior Land Acquisition Specialist**, you will play a crucial role in the expansion and success of our real estate development portfolio. Reporting to a Senior Land Acquisition Manager, you will be on the frontline of sourcing new development deals, conducting market research, and laying the groundwork for successful project execution. This position is ideal for a proactive, competitive, and team-oriented individual who thrives in a fast-paced environment.

### Essential Duties & Responsibilities

- Respond to all incoming Broker inquiries.
- Search listing services for deals and utilize GIS software to identify new opportunities.
- Outreach and direct communication to landowners and sellers.
- Develop and maintain a land acquisition deal tracker. Offer strategic recommendations to guide the team in identifying and pursuing viable opportunities.
- Assist team in running proforma analysis on development opportunities.
- Perform market analysis for various product types, including but not limited to – for sale, build-to-rent and multifamily rental products.
- Prepare and manage contracts for acquisitions, ensuring all legal and company standards are met.

### Work Style & Habits

- Strong interpersonal skills and a genuine people person with emotional empathy.
- Excellent listening abilities to understand the needs and concerns of others.
- Comfortable and confident in making sales pitches, engaging in cold calls, and communicating with individuals they may not know well.
- Positive attitude and outlook, contributing to a constructive and motivating work environment.
- Competitive spirit with a drive to excel and achieve goals.
- Team-oriented background, demonstrating collaboration and effective communication within a group.
- Proactive approach to problem-solving and achieving objectives.

### **Job Requirements**

- College degree
- 1-2yrs work experience in sales, real estate, or a related field.

### **Compensation & Benefits**

- **Compensations:**
- Base Salary: \$60,000 - \$75,000
- Commission: \$20,000 - \$30,000
- **Benefits:** Medical, Dental, Vision, Employer paid life insurance, Flexible spending account, Tuition Assistance, 401 (k) Matching, PTO, Holiday Pay and Bonus Pay.

### **Physical Requirements:**

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift up to 15 pounds at times.

Our team members at The Rush Companies have a strong reputation for exercising integrity, good judgment and sound business practices in our dealings with clients, consultants, subcontractors and suppliers. We are committed to selecting only those individuals who share in our loyalties while also maintaining our standards of quality and safety.

For more information about The Rush Companies or the application process, go to:

<http://www.therushcompanies.com/rushcareers>

### **How to Apply:**

Please send cover letter and resume to [jobs@therushcompanies.com](mailto:jobs@therushcompanies.com) or send via U.S. mail to:

The Rush Companies  
c/o Human Resources  
6622 Wollochet Dr.  
Gig Harbor, WA 98332

Equal Opportunity & Drug-Free Employer

*Disclaimer: This job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job duties and responsibilities.*