

WORK VAPOR

Job Link: <https://workvapor.com/jobs/real-estate-dispositions-specialist-232663/>

HIRING ORGANIZATION

J&L Capital Series LLC

EMPLOYMENT TYPE

Part-time

JOB LOCATION

Texas, United States

? Remote work from: United States

DATE POSTED

? 10/29/2026

REAL ESTATE DISPOSITIONS SPECIALIST

BASE SALARY

USD 50000 - USD 175000

DESCRIPTION

Job Role: Real Estate Dispositions & Private Capital Specialist

Company: J&L Capital Series LLC

Location: Austin, Texas

Work Mode: Remote / Hybrid

Pay Range: \$50,000–\$150,000 per year listed

Target Earnings: \$85,000–\$175,000+ per year stated by the employer

Employment Type: Full-time, Part-time or Contract

Contract Type: 1099 Independent Contractor

Compensation: Commission-based with performance bonuses

Experience: 1–3+ years preferred

HR Contact Email: info@jlcapitaltx.com

About the Company

J&L Capital Series LLC is a real estate investment and private lending firm. It works with residential and commercial property investors.

The company sells contracted properties and offers private financing. It is looking for a strong salesperson who can build investor relationships and generate revenue from property sales and lending.

Job Overview

You will connect with real estate investors across the country. Your main goal is to sell available properties and introduce buyers to the company's private lending services.

This is a performance-based position. Earnings depend on commissions and results. **A fixed salary is not guaranteed.**

Key Responsibilities

- Contact real estate investors through cold calls and direct outreach.
- Build relationships with cash buyers and property investors.
- Identify buyers' budgets and investment preferences.
- Present available properties to suitable investors.
- Negotiate property assignment prices.
- Coordinate property visits and buyer discussions.
- Explain private lending options to interested buyers.
- Refer qualified borrowers to the company's lending portal.
- Track calls, leads and deals in the CRM.
- Coordinate with title companies and the closing team.
- Follow up on deposits, agreements and closing requirements.

Required Qualifications

- 1–3+ years of relevant sales experience preferred.
- Experience in real estate sales or property dispositions is helpful.
- Mortgage lending or loan origination experience is also valuable.
- Strong cold-calling and prospecting skills.
- Ability to make 60–100+ investor calls per day.
- Good negotiation and communication skills.
- Understanding of real estate investment calculations.
- Familiarity with ARV, MAO, capitalization rates and LTV.
- Ability to handle objections and close deals.
- Self-motivation and strong time management.
- Comfort working independently in a commission-based environment.

Earning Opportunities

The company offers two potential commission streams:

- **Property Sales:** Earn commissions when you sell contracted properties to buyers.
- **Private Lending:** Earn a share of loan origination fees when eligible buyers use the company's financing.

The employer also advertises private lending options for qualified borrowers. These include financing of up to 90% LTV and 100% of eligible renovation costs. Rates reportedly start at 10.99%. Loan terms may range from 12 to 18 months.

Loan approval and terms depend on borrower eligibility. Commission rates and payment terms should be confirmed directly with the company.

What the Company Provides

- A pipeline of contracted real estate deals.
- Investor databases and prospecting tools.
- Access to private lending products.
- Support from an internal loan processing team.
- Help with transaction coordination and closing.
- Flexible scheduling.
- Employee discounts.
- Referral program.

Important Compensation Note

The listing shows a pay range of \$50,000–\$150,000 per year. The detailed description also states target earnings of \$85,000–\$175,000+ per year.

These figures are not guaranteed salaries. The position is described as commission-based with performance bonuses. Ask the company about commission splits, payment schedules and any upfront costs before accepting an offer.

How to Apply

The company is conducting interviews for this position.

Email your resume to **info@jlcapitaltx.com**. Use the subject line below and include your preferred contact information.

Email Subject: Dispositions & Lending Specialist – [Your Name]