

M1 REAL CAPITAL



<https://www.m1realcapital.com/>

MUST WATCH:

[Before applying, watch the short video from Marcin Drozd to determine if this opportunity aligns with your standards and goals.](#)

About M1 Real Capital

Marcin Drozd has spent nearly 20 years in real estate and private capital markets.

He has raised well into **nine figures of private capital** and participated in over **\$3B in transactions** alongside his team.

Through **M1 Inner Circle**, we install capital-raising systems into real estate operators' businesses.

We have been operating this platform for over **five years**, and more than **1,000 real estate operators, fund managers, and capital allocators** have gone through our training or utilized our services.

This is not mindset coaching.

This is infrastructure.

Our clients work with us to:

- Package their credibility properly
- Structure deals correctly
- Raise capital consistently
- Build teams that scale

Offer Details

Product: **M1 Inner Circle**

Investment: **\$19,500**

Sale Type: ROI-driven business investment

Primary Medium: Aloware / Zoom

The Role

You will be joining the team as a **Junior Account Executive**.

Most sales floors cap you at the product you're selling. Here, the ceiling is whatever you're willing to build — your own book, your own team, or eventually your own deals that we can launch within our existing ecosystem.

You're setting appointments for our capital raising sales team. Your job: dial, qualify, and book calls with operators, fund managers, and syndicators who need to raise capital. You'll master our ideal client avatar — their pain, their constraints, why they should take a call with us. You'll hit volume targets while building the foundation for a real sales career.

This is the entry point. Prove yourself through the **Account Executive** track and the path opens up — work with clients as a Client Success Manager, lead a team as Director of a business unit, or earn a seat on our Commercial Real Estate Acquisitions or Capital Raising Teams. We promote from within. This role is where it starts.

What Success Looks Like

150 dials/day.

5-20 meaningful conversations.

4-5 sets/day.

70%+ show rate.

These aren't suggestions. They're the baseline.

Compensation

Base salary: \$3,500/month.

Commission: \$300/close.

Hit 6 closes in a month, and all closes that month retroactively pay \$400/close.

Expected closes: 6-8/month.

Total earning potential as a **Junior Account Executive**: \$6-8k/mo

Advance to **Account Executive** and your earning potential approaches \$8-10k/mo

Advance to **Senior Account Executive** and earning potential is \$10-20k+/mo with unlimited upside.

Growth & Career Path

Junior Account Executive sets appointments.

Account Executive sets appointments and closes some.

Senior Account Executive owns the full sales cycle, fills their own calendar, and earns unlimited commission.

We have a specialized offer and client avatar so everyone starts as JAE. No shortcuts.

Each AE role typically takes 3-4 months to master, so becoming a Senior Account Executive is a 6-8 month process.

Why This Matters

We don't hire setters and closers as separate people. We hire people who can execute at volume, prove they can diagnose and close, and eventually own their own book.

If you're looking for a temporary gig, this isn't it. If you're looking for a real sales career with a team that's actually moved the needle for our clients, let's talk.

Your day to day as a Junior Account Executive

You Will:

- **Proactively outbound daily to our internal database**, including:
 - Ad leads (speed-to-lead priority)
 - Email subscribers

- Social media leads
 - Marketing opt-ins
 - Previous event attendees
 - Past applicants
 - Historical CRM lists
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- Execute structured speed-to-lead follow-up on all new inbound leads
 - Re-engage no-shows, incomplete applications, and stalled opportunities
 - Set qualified Zoom appointments for closers
 - Maintain strict CRM hygiene and pipeline accuracy
 - Provide daily end-of-day performance reports
 - Attend daily 12pm EST team meetings
 - Be available on Slack between 8am–6pm EST

Who This Role Is For (And Not For)

Our clients are:

- Real estate operators
- Fund managers
- Entrepreneurs
- Business owners

They are decision-makers. They are direct and can be tough. They value efficiency.

You must be comfortable speaking with:

- High-level business owners
- People who control capital
- People who make fast decisions
- People who challenge weak positioning

If your background is primarily B2C sales and you are used to slower, emotional, or heavily scripted environments, this will likely not be a fit.

This role requires confidence, composure, and business fluency.

You must be able to:

- Hold your frame
- Ask direct questions
- Handle pushback calmly

- Communicate at a business-owner level

This is not a casual consumer sales role.

Who Succeeds Here

We are looking for someone who is:

- Experienced in high-ticket appointment setting
- Comfortable speaking with business owners and investors
- Financially motivated
- Competitive but coachable
- Organized and disciplined
- Entrepreneurial in mindset
- Wanting to ascend to Senior Account Executive

Required background in at least one of the following:

- Real estate
- Investing
- Finance
- Accounting
- Marketing

You must be comfortable discussing business, capital, and ROI at a high level.
This is not a script-reading role.

Next Steps

Group Screening Call:

Tuesday May 5th 11am ET

Group Interview:

Wednesday May 6th 11am ET