

Commercial Real Estate Advisor

A commercial real estate broker identifies and executes new business opportunities with Tenants, Landlords, and Investors. A broker creates a strategy to chase and win business utilizing their network or is actively working to build a network. Once hired, a Real Estate Advisor acts as a consultant for their client and puts together a strategy to help advise/manage deal flow with their clients.

A broker services existing clients on a regular basis through market intelligence and value-add propositions. Responsibilities include managing the real estate process, analyzing deals and making strategic recommendations.

Establishing and managing your relationships are the core to this business and the key to success. A broker needs to be working to build new relationships and strengthening their existing ones. People successful in this industry enjoy socializing and interacting with prospects and making connections. Often attending industry events, community associations, obtaining referrals, charity organizations and networking events.

Functions

- Prospect for new business through canvassing the market, cold calling decision makers and networking at industry events
- Market properties, conduct new tenant tours and distinguish properties from competitors
- Analyze deals, manage negotiations and make recommendations to clients
- Analyze, quantify and qualify costs and risks associated with real estate deals
- Active member in the community

Attributes

- Self-starter – implements and executes a plan
- Creative and tactical thinker
- Assertive
- Articulate
- Team player
- Strong presentation skills
- Desire to consistently learn and improve
- Genuine likeability with all types of personalities
- Strong work ethic

Benefits

- Career – being a broker is a career decision, not just a job or a stepping stone to another industry.
- People – people in this industry are driven, competitive, extroverted, and have a work/play mentality
- Income Potential – there is limitless opportunity to make money and the most talented, seasoned professionals can make over \$300,000 a year.
- Entrepreneurial – you have the ability to control your own business and be creative.



Real value in a changing world