

We Are HIRING

Investment Sales Associate - Florida

We are seeking a highly motivated and results-driven Commercial Real Estate Investment Sales Associate to join our dynamic team. The ideal candidate will possess a passion for real estate investment, strong communication skills, and the ability to build lasting client relationships. As a Commercial Real Estate Investment Sales Associate, you'll be responsible for identifying, analyzing, and closing investment opportunities for our clients.

Responsibilities

- **Market Research:**
 - Conduct in-depth market research to identify investment opportunities and trends. Stay up-to-date with market conditions, property values, and emerging investment opportunities.
- **Client Acquisition:**
 - Identify potential clients and build a strong network within the commercial real estate industry. Develop and maintain client relationships to understand their investment needs and objectives.
- **Financial Analysis:**
 - Ability to analyze cash flows, ROI, and risk factors.
- **Property Evaluation:**
 - Evaluate potential properties by conducting property tours, inspecting physical conditions, and assessing the suitability for investment purposes.
- **Due Diligence:**
 - Oversee the due diligence process, including property inspections, financial reviews, and legal documentation to ensure all aspects of the transaction meet client expectations.
- **Networking:**
 - Attend networking events and trade shows to promote the team and brand.
- **Compliance:**
 - Ensure that all transactions adhere to industry regulations and compliance standards.

Qualifications

- Bachelor's degree in Business, Finance, or Real Estate (preferred) and
- Entrepreneurial opportunity where compensation is based on effort, coachability and commitment.
- Embraces an environment that builds relationships through cold calling, networking and building upon existing relationships.
- 1-2 years' experience in real estate brokerage preferred but not required
- Possess an understanding of the local commercial real estate market and emerging trends.
- Proficiency in relevant software for market research and financial analysis, including Microsoft Office; knowledge of Argus is a plus.
- Excellent communication skills, self-motivated, driven, and a strong team player.
- Must maintain a real estate license.

Compensation

- Shared commission structure to ensure accelerated time frames in your first year

APPLY WITHIN

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