

Career Opportunities at Cresa Nashville

Position: Commercial Real Estate Broker
Start Date: Immediately
Location: Nashville, Tennessee
Salary: Commission + Bonus

Position Overview

Cresa, one of the fastest growing tenant representation firms in the United States, is seeking to hire a self-motivated commercial real estate broker in its **Nashville, Tennessee** office. Responsible for all elements of account development and revenue generation including the identification, initiation, procurement, management, execution and delivery of brokerage and corporate services to new and existing clients.

Operating Environment

The position is supervised by the Managing Principal. Brokers work as independent contractors, but have accountability to other team members and the process of executing the collaborative sales cycle on a task by task basis.

Position interacts with all levels of management and will be required to maintain positive internal and external working relationships which may include but are not limited to: clients and prospects, vendors, allied professionals, outside brokers, and other interdepartmental Cresa Nashville employees and independent contractors.

Poise and an engaging, empathetic communication style based on natural warmth and enthusiasm is the key to achieving the goals of this job. While the job requires strong initiative and self-direction, results are only achieved with and through people. A sincere appreciation for people and how they are each uniquely motivated is the foundation for designing and implementing interactive communication and decision-making processes. Knowledge and skill in how to successfully influence and persuade others by understanding how their individual needs and motivations link to goals is essential. The job requires a high degree of "selling", whether of ideas and policies within the organization, or products or services in the marketplace.

The job environment is fast paced and results oriented. A self-confident, extroverted style that can enliven, engage and positively impact individuals and groups is essential. The job has variety of tasks and is dynamic and changing. Because goals and desired results can quickly change, the job requires regularly meeting and pro-actively establishing relationships with new groups. The ability to understand, quickly react and motivate others to adapt to the changing organization environment is a critical key to success.

Major Accountabilities and Key Measurements

- Performance will be measured by the generation of gross revenue for the office
- Collaborative leadership participation in account development, procurement and execution of business opportunities
- Requires cold calling
- Sales and technical skill enhancement for the real estate process
- Accountability to the sales process and office procedures
- Comply with tracking of all revenue
- Preparation and updating of personal business plan on an annual basis

Qualifications and Requirements:

Commercial Real Estate Broker

- Must have appropriate Tennessee real estate licensing.
- Proven track record of 2–5 years business to business sales experience
- Proven track record of generating new clientele through cold–calling and networking efforts
- Strong oral and written communication skills
- Coordinate with the Sales Support Administrator
- Intermediate knowledge of the Microsoft Office Suite

Company Profile

Cresa is an international corporate real estate advisory firm that exclusively represents tenants and specializes in the delivery of fully integrated real estate services, including: Transaction Management, Project Management, Strategic Planning, Workforce and Location Planning, Subleases and Dispositions, Portfolio / Lease Administration, Capital Markets, Sustainability, Industrial / Supply Chain and Facilities Management. With more than 55 offices, Cresa is the largest tenant representation firm in North America. Through its alliance with Savills, one of the world's largest commercial real estate services firms, Cresa covers more than 255 locations in 40 countries.

Please submit resume to Tim Stowell, Managing Principal.

tstowell@cresa.com

Cresa Nashville

783 Old Hickory Boulevard, Suite 320E

Brentwood, Tennessee 37027

<http://www.cresa.com/careers/09-07-11-nashville-advisor.asp>