



Advisor, Brokerage

Who We Are: Perry CRE's roots are nearly 150 years old – but we work hard to preserve the mentality of a start-up. We encourage questions, smart banter and creative thinking. If you are looking for a corporate structure with layers of management, this isn't the place for you. Our employees are teachers and learners who work out loud and share their knowledge to enhance each other's growth.

We are looking for candidates with the eagerness and desire to learn and immerse themselves in the world of commercial real estate – hunting business alongside seasoned professionals. The best candidates will bring strong, likeable personalities with the confidence to guide clients through the decision-making process.

Background and Experience:

- A commercial real estate salesperson license will be required within 90 days
- Bachelor's degree preferred with a focus on business or communications
- Prior sales success a plus, but not required
- Candidate will be encouraged to launch new business relationships by initiating outreach for new leads (cold calls, warm calls, emails, etc.)
- While the candidate will be mentored, resourcefulness and being self-motivated is always an important attribute.
- Works well in team-oriented environments. Each member brings their expertise to the table, which is leveraged, to bring the best experience to the clients. This could be through being the star in a presentation or through supporting senior brokers in integral business pursuits.
- Strong written and verbal communications skills with an ability to report to mid and senior level executives
- Ability to multi-task and effectively manage time and workload

Essential Duties:

- Produce qualified leads
- Generate individual sales targets in accordance with firm goals
- Develop new accounts by cold-calling with assertion, positivity and persistence
- Team based role with the ability to effectively interact with property owners, corporate real estate decision makers and C-Suite executives
- This position will report to senior team leaders and will be involved in all aspects of client acquisition, strategy development, execution and client retention
- Work with senior brokers in developing new business, including outreach to prospects via cold calls, warm calls, email and social media
- Participate with senior brokers in transaction negotiation, analysis and documentation
- Maintain prospect and client contact information in CRM database
- Other duties as needed to enhance team functionality

Compensation

This is a salaried position with bonus potential

Benefits:

Perry CRE provides a comprehensive benefits package including:

- Health Insurance
- Dental and Vision Insurance
- 401K with company contribution
- Company sponsored Life Insurance
- Company sponsored short-term and long-term disability insurance

This position may require you to be fully vaccinated against COVID-19. If required, you'll be asked to provide proof that you're fully vaccinated upon your start date. You're considered fully vaccinated two weeks after you receive the second dose of a two-dose vaccine series or two weeks after a single-dose vaccine. Failure to provide proof of vaccination may result in termination

Perry CRE is committed to creating and maintaining a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.