



Title: Commercial Real Estate Industrial Broker in Chicago Suburbs

Compensation: \$45,000 Salary PLUS Commission

Bradford Allen (www.BradfordAllen.com), Bradford Allen is a Chicago-based, national commercial real estate company that provides a full array of brokerage services and expertise to entrepreneurial and corporate business entities, as well as not-for-profit organizations. The firm provides real estate strategy, advice, marketing, and transaction execution for occupiers, investors, and real estate owners. Services include Tenant Representation, Landlord Representation, Property Management, Commercial Real Estate Finance, Corporate Services, Acquisitions, and Investment Sales.

The candidate will work directly with a Senior Broker in Oak Brook to develop new business accounts and find industrial acquisition opportunities. This is an excellent opportunity for a motivated and hungry self-starter possessing strong sales skills, business acumen, and leadership potential. Bradford Allen offers a salary and commission compensation structure and an extensive training and development program designed to equip its brokers with the skills required for long-term success in the commercial real estate industry. There is an uncapped earning potential in this position.

Desired Skills and Experience

RESPONSIBILITIES:

- Develop and grow strong relationships with internal and external clients
- Able to work in a collaborative team environment
- Identify prospective clients and canvass an industrial submarket
- Develop an understanding of basic building, real estate, and lease terminology
- Assist in the development and preparation of marketing and presentation materials
- Research local, regional, and national tenants
- Prepare and complete client tours with brokers and clients
- Cold call industrial users in the market
- Build a database of prospects for current and future use in sourcing representation transactions
- Create/maintain client database and CRM (locally, regionally & nationally)
- Present marketing proposals to clients

- Market exclusive listings to qualified buyers and negotiate offers
- Advise clients on their individualized real estate investment strategies
- Identify industrial acquisition opportunities for the firm
- Review and assist with requests for proposals, letters, building templates, building tour schedules, Client Activity Reports, and respond to building inquiries
- Attend networking and industry events

QUALIFICATIONS:

- Illinois Real Estate Broker's license preferred but not required
- 1+ years of relevant sales experience focusing on prospecting and new business development via phone, in-person canvassing, and networking
- Ability to develop and maintain relationships with C-Level executives
- Strong communication skills (oral, written, and presentation)
- Ability to establish oneself as a trusted advisor
- Must possess a professional presence and be a strong relationship builder
- The ideal candidate is driven, optimistic, aggressive, outgoing, and a self-starter
- Spreadsheet applications experience (Microsoft Excel)
- Strong technology and computer skills

BONUS SKILLS AND EXPERIENCE:

- Prior knowledge or experience in Commercial Real Estate
- Experience in the industrial supply chain and distribution industry
- Prior experience with CRM programs

For inquiries, please contact Alisha McAlvey at amcalevy@bradfordallen.com.