

Commercial Real Estate Broker
Position SCORECARD

Role Commercial Real Estate Broker

Mission The mission of the Commercial Real Estate Broker is to find and sign up listings on Landlord vacancies (currently many vacancies) in Greenwich, Stamford, Norwalk, Westport and Fairfield, CT and into Westchester County, NY. The next step is to market the space to existing tenants filling the vacancy, having tenant enter into a lease and earn your commission.

You are helping two groups that desperately want what you have – helping landlords generate revenue for their building and helping businesses take advantage of the market to get save money or get a better location to increase their business.

Outcomes

Make 15 calls to prospects (landlords and tenants) each day

Schedule 5 appointments each week with new business opportunity prospects

Attend 4 networking events per month

Sign up 12 exclusive listings on vacant space in commercial buildings after 6 months.

Fill 8 vacancies during the first year

Discipline to target deals with a gross commission of \$40,000

Generate gross commissions of a minimum of \$150,000 per year

Competencies

Accountable / Keeps promises

Self motivated – Takes initiative - Energetic

A Hunter – finds new business

Professional looking/ sounding - Good communicator

5+ year's experience (a plus)

Real Estate License CT / NY (a plus or willing to get one)