

## **Commercial Real Estate – Sales Representative/Broker**

Our team is seeking an ambitious & experienced Commercial Real Estate - Sales Representative for our exciting team at our Downtown Toronto office. In this full-time position you will have the opportunity to work with one of the fastest growing commercial real estate firms in the city with the support and tools to excel in the leasing, investments, land & development sales in the Greater Toronto Area.

### **Responsibilities:**

- Research and identification of potential new clients and prospective properties
- Presenting presentations to companies, private parties, investors to win mandates and listings
- Comfortable cold-calling prospects and face-to-face meeting interactions
- Closing sales & leasing transactions from start to finish • Be able to work independently and as a member of a team
- Strong understanding of the principles of selling, leasing and marketing of commercial real estate properties
- Excellent organizational, interpersonal quantitative, writing and communication skills
- Excellent communication and presentation skills
- Proficient in Microsoft Office (MS Word, Excel, PowerPoint and Outlook)
- Prior experience using CRM programs like Sales Force
- Consistent in achieving and exceeding goals and monthly targets

### **Education & Experience**

- Bachelor's degree, college diploma or relevant work experience
- 1 - 2 years previous commercial real estate experience is considered an asset
- Strong sales & business development background
- A valid Ontario Real Estate License & Drivers License

If interested, please email a resume with a cover letter to [info@therdhgroup.com](mailto:info@therdhgroup.com)