

## Real Estate Investment Sales Associate

Landmark Commercial Real Estate Services, Inc.  
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### Introduction:

Landmark Commercial is a 25-year-old commercial real estate brokerage company specializing in retail and shopping center investment sales, retailer site selection, land and property acquisition, and shopping center leasing. Landmark is the established market share leader in Michigan in retail real estate brokerage, representing more than 70 national retail chains. Additionally, Landmark has established an emerging Investment Sales business, which is rapidly expanding our presence nationally. Our team is the source of that success; we employ the best of the best.

### Job Summary:

This position will be responsible for the marketing, sourcing, and sales of commercial investment real estate. The position is entry-level and the associate will work alongside industry veterans.

### Main Description:

- We are going to hire an intelligent, serious minded, ambitious, gregarious, entrepreneurial, tenacious individual that will work side-by-side with senior brokers of the highest level in our rapidly growing Investment Sales Department.
- The candidate will be responsible for: preparing commercial real estate sales packages for submissions to buyers, working with our proprietary database of buyers/sellers, performing financial modeling and spreadsheet analysis in Excel, preparing market analysis and opinions of value reports, reviewing and analyzing legal documents and third-party reports as part of the due diligence process.
- Opportunities to develop and maintain long-term industry relationships with private and institutional owners, investors and service providers to promote new business.
- We will train and support this new associate who will have opportunities to learn valuable commercial investment real estate skills with the goal of quickly becoming a six figure earner and beyond. This is an opportunity for the right person to evolve into a true partner among our prestigious, high volume team.

### Experience Required:

- Our requirement is full-time and can begin this winter or spring. Finance- and Business-oriented degrees preferred, but not a requirement.
- Interpersonal skills – excellent communication skills, (i.e., listening, speaking, writing, presentation skills); able to interface well with executives.
- Ability to be an independent worker with a team-player attitude.
- Intermediate working knowledge of Outlook, Word and Excel (Office 2010 version), as well as willingness to learn additional software as needed.

Please submit your resume to Kevin Baker ([kbaker@landmarkcres.com](mailto:kbaker@landmarkcres.com)) and Michael Lippitt ([mlippitt@landmarkcres.com](mailto:mlippitt@landmarkcres.com)).