

Position: Commercial Real Estate Agent - Roanoke

Location: Roanoke, VA

Contact: career@thalhimer.com

Date posted: 8/8/11

Roanoke Commercial Real Estate Agent

Thalhimer is seeking talented individuals to join our commercial real estate team in our Roanoke office. If you have the skills and drive and self motivation necessary to thrive in a fast paced environment, we offer a competitive compensation package, excellent benefits and a genuine career opportunity.

Company Information

Thalhimer is Virginia's leading commercial real estate services team with its headquarters office in Richmond and full service offices in Virginia Beach, Newport News, Fredericksburg, Roanoke and Lynchburg. The Thalhimer organization has over 300 employees, including 100 commercial brokers and 24 property managers. In 2002, Thalhimer became a member of the Cushman & Wakefield Alliance. Cushman & Wakefield is the world's largest privately-held commercial real estate services firm. Founded in 1917, it has 230 offices in 60 countries and more than 13,000 employees.

Job Summary

Develop your career as a Commercial Real Estate Agent in a highly entrepreneurial environment by working with brokers to cultivate business opportunities for Thalhimer. Potential business opportunities include the sale, exchange, or lease of commercial real estate. The business opportunity may also include arranging for building management by Thalhimer of commercial real estate properties.

Principal Responsibilities

- Identify potential clients and conduct research to identify best ways for Thalhimer to assist in satisfying their real estate needs
- Canvass prospective clients and develop leads through a variety of approaches including telephone calls
- Arrange meetings with prospective clients
- Accompany and assist brokers at client meetings
- Provide analytical support for cash flow and other financial analyses as well as gather relevant market data and prepare market surveys
- Prepare Requests for Proposals (RFPs), Letters of Intent (LOI's), and presentations of Thalhimer capabilities and proposed business terms to prospective clients
- Network with other brokers to identify best practices
- Help build strong client relationships by delivering "best in class" services which includes providing relevant information to clients on timely basis

Qualifications / Background

Preferred candidates will have some of the following experience: bachelor's degree, real estate or sales experience, internship experience, currently working in commercial real estate industry, B2B sales experience with completion of a reputable sales training program, or real estate attorneys looking to get into commercial real estate sales and leasing. Candidates must have great interpersonal, communications and presentation skills and experience in researching business development opportunities.

Contact us

Email us a letter introducing yourself and your resume at career@thalhimer.com. Please reference the position title in your email subject line.