

Bradford Allen
Commercial Real Estate Sales Broker
Chicago, IL
www.bradfordallen.com

The candidate will work in downtown Chicago to develop new business accounts and service existing clients locally and on a national level. This is an excellent opportunity for a motivated and hungry self-starter possessing strong sales skills, business acumen, and leadership potential. There is an uncapped earning potential in this position.

Compensation

\$40,000+

Responsibilities:

Develop and grow strong relationships with internal and external clients. 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 and Landlords. Qualify and target prospective companies to pursue. Prepare and complete client tours with brokers and clients. Manage internal traffic with marketing, research, and analytics. Cold call office users in the market. Become a local market expert

Qualifications:

Illinois Real Estate Broker's license. Proven sales experience focusing on prospecting and new business development. 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 and expert. Must possess a professional presence and be a strong relationship builder. The ideal candidate is driven, optimistic, persistent, aggressive, and outgoing. Works well in a team environment and individually. Hunter and self-starter mentality

About Company

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 owners of real estate. Services include Tenant Representation, Landlord Representation, Property Management, Commercial Real Estate Finance, Corporate Services, and Investment Sales.

Bradford Allen professionals create flexible solutions for our clients through their experience, commitment to solving the most difficult problems, persistence, loyalty, hard work, and a singular focus on client objectives.