

JOB TITLE: Broker Associate | **REPORTS TO:** Nick Gonzalez, Partner | **STATUS:** Full-time salary position

Dedication, entrepreneurship and creativity define Linville Team Partners, a commercial real estate brokerage firm serving the Piedmont Triad and surrounding regions. At LTP, we pride ourselves on the fun-loving, innovation-seeking, partner-driven culture we have created that encourages teamwork, promotes detail-oriented service for our clients, and distinguishes us among other companies in our industry. Our culture is what drives everyone in our office and it is also what defines us as an employer.

We are currently seeking a Broker Associate who will play a vital role on a growing brokerage team. As a part of Nick Gonzalez's team, this person will receive partner-led mentorship and training in all aspects of the real estate industry. Starting in general brokerage, they will work on client accounts along with two other brokers, researching opportunities, making cold calls, as well as developing new business and fulfilling existing business. This role will transition into the buyers' broker for the team. Our ideal candidate is highly detailed and self-motivated with a high level of follow through.

At LTP we place a high value on several intangibles that will make for a successful member of our team including self-motivation, attention to detail, and a passion for delivering the highest quality work in every aspect of our company. We take pride in the culture we have built and love going to work every day in a fun and fast-paced office.

Key Roles & Responsibilities:

- Train with, learn from, assist, and collaborate under the guidance of a partner and two brokers on:
 - Prospect generation and cold calling
 - Site selection and market research
 - Winning business through prospect meetings, presentations, and pitches
 - Property/Investment/Lease analysis
 - Transaction management
- Assist brokerage team with property tours and be knowledgeable on deal specifics
- Continuing real estate education including participation in industry conferences
- Learn all listing documents, lease terms, deal negotiations, contracts
- Develop proficiency with our customer relationship management (CRM) software, ReThink, and continually develop and grow your database
- Develop a book of business using prospecting and networking methods with the support and supervision of team leader
- Transition to the team's designated buyers' broker within 12 months of general brokerage duties

Candidate Requirements:

- Must already have their NC Real Estate License
- Strong preference to candidates with 1-3 years real estate experience (commercial or residential)
- Go-getter mentality, highly self-motivated with a high degree of follow-up
- Basic knowledge of financial terms and principles including strong math/analytical skills and proficiency in Excel
- Analytically minded and detail-oriented
- Strong computer and Internet research skills
- Preference given to those with experience working with a CRM (Salesforce, ReThink, Apto, ClientLook, etc.)

This opportunity is not a phone, a desk, and a "good luck" – we are offering the opportunity for you to learn and develop your business through mentorship, training, and hustle. If you are looking to work hard in a fun and entrepreneurial work environment in downtown Winston-Salem, this may be the opportunity for you. Learn more about LTP at www.LTPcommercial.com.

This is a full time position: 8:30-5:30, Monday-Friday. Please email resumes to Meg Horvat (Meg@LTPcommercial.com).