

JOB TITLE: Real Estate Manager | **REPORTS TO:** Managing Director | **STATUS:** Full-time salary position

Dedication, entrepreneurship and creativity define Linville Team Partners (“LTP”), an industry leading commercial real estate firm. 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. The culture is what drives our office and is what defines us as an employer.

We are currently seeking a Real Estate Manager who will play a vital role on a growing team. As a part of the Retail Growth Team (“RGT”), this person will receive mentorship and training in all aspects of the real estate industry. Focusing on supporting client growth through general brokerage, they will work on RGT accounts, researching opportunities, making cold calls, as well as developing new business and fulfilling existing business requirements. 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, assist, and collaborate under the guidance of a supportive team:
 - Service existing RGT client needs in various geography’s
 - Landlord and Tenant representation
 - Site selection and market research
 - Investment analysis
 - Prospect generation and cold calling
- Learn all listing documents, lease and purchase terms, deal negotiations, and contracts
- Develop proficiency with the customer relationship management (CRM) software and industry leading market research software
- Become a brand ambassador for RGT by networking and being visible within the client’s operating markets
- Continuing real estate education and networking by participating in industry conferences

Candidate Requirements:

- Must have a real estate license
- Minimum of 2 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
- Preference given to those with experience working with a CRM (Salesforce, Buildout, 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, then 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 Jacob Eganhouse (Jacob@LTPcommercial.com).