



TEK Realty Advisors is Seeking a Full-Time Commercial Real Estate Salesperson

TEK Realty Advisors LLC (“TEKRA”) is a commercial real estate brokerage and advisory firm located in Astoria, NY that specializes in the sale and leasing of investment properties, industrial/warehouses, development sites, retail stores and mixed-use/multi-family properties. TEKRA represents owners, sellers, purchasers and lessees of commercial real estate assets throughout NYC. We are seeking entry level or experienced highly motivated individuals to join our company as a licensed real estate salesperson or associate broker. This is a 100% commission sales position.

Responsibilities Include:

- Develop leads, listings and other new business primarily through direct phone call prospecting, neighborhood canvassing, research, follow-up and networking.
- Research and understanding of commercial real estate fundamentals, market trends, and comparable sales for valuation and discussion purposes with prospective clients.
- Prepare marketing materials, conduct property tours/inspections, interact with and negotiate commercial real estate transactions on the behalf of customers and clients.
- Use company CRM to manage contacts, available listings and market data.
- Read and review real estate documents including but not limited to transaction memorandums, purchase and sale agreements, leases, environmental reports,

Qualifications:

- Self-motivated individual with an entrepreneurial mindset to succeed in sales and an interest in Commercial Real Estate.
- Professional and punctual with excellent communication and follow-up skills.
- Ability to work on a project as a team and work on an individual basis, as the situation calls for.
- Possess analytical and problem-solving skills, and the ability to professionally communicate with existing customers and prospective clients in person and by phone and e-mail.
- Possess a high-level of personal honesty and discretion.
- Knowledge of Microsoft Office Suite, specifically Excel.
- Strong computer, organizational and time management skills.
- College degree preferred but not required.
- Ability to speak more than one language preferred but not required.
- Must have or be willing to obtain a Real Estate Salesperson or Associate Broker License

Location

Astoria, Queens, NY

TEKRA’s agents pride themselves on providing the best-in-class brokerage service to our clients by combining our extensive local market experience with a technology driven approach to provide critical insight and market information to allow our clients to maximize their real estate decisions. By joining TEKRA you will be given the ability to work directly with experienced commercial real estate professionals who will help guide you as you begin your career in the commercial real estate field. Our team-based approach and open work environment will help you grow and develop a successful career within the industry.

Please send all resumes directly to contact@tekrany.com with a cover letter on your background and why you should be considered for this position. Resumes submitted without this will not be considered.