



Title: Business Development Specialist  
Location: Cordova, TN Office  
Part-Time

HELP MAKE ASSET REALTY ADVISORS A GREAT COMPANY!...

We are looking for some talented and successful people to join our team and grow our tenant representation business.

At Asset Realty Advisors, we are passionate about not only commercial real estate, but also our relationships and helping clients improve their bottom-line and business.

For the A-player looking for something special who can answer “yes” to all of the following questions, this opportunity is for you.

- Do you enjoy being part of a team?
- Do you enjoy business-to-business lead generation?
- Are you able to build rapport and overcome objections?
- Are you able to get past gate-keepers and reach decision makers?
- Do you love networking and building relationships?
- Can you pique the interest of decision makers?
- Are you looking for more than just a paycheck, but a way to earn more money based on the success of the team?
- Are you professional and results driven, yet lighthearted and fun?
- Do you have passion?
- Can you multitask and work independently?
- Are you proactive, an excellent communicator and a problem solver?
- Can you make 5 to 10 calls per hour?
- Do you have a positive, will-do attitude?
- Are you dependable and reliable?
- Do you have a sense of urgency?

If you answered “yes” to these questions, we want to meet you! Please visit our website at [www.AssetRealtyAdvisors.com](http://www.AssetRealtyAdvisors.com) and email your resume, and a letter stating why you are the best person for the career. Phone calls are not accepted.

### **Our Company**

Asset Realty Advisors is a growing investment and commercial real estate company whose clients are corporations and high net worth individuals. We are a full-service firm that helps our clients maximize asset value and improve their bottom-line. We are group of relationship oriented, results driven, highly educated expert specialists in our profession.

### **The Position**

The role of Business Development Specialist is to 1) generate warm leads with potential clients and set appointments by making phone calls 2) support the investment advisor team 3) research and collect data and enter in to CRM database.

At Asset Realty Advisors, success in this role will be measured against performance in the following areas:

- Build C-Level or key decision-maker level relationships
- Regularly builds multiple relationships in key companies.
- Set a minimum of 3 qualified appointments per week for Tenant Services Advisor(s).
- Maintain favorable and positive external relationships (prospects, agents, brokers, landlords, etc.)
- Makes a minimum of 50 prospecting calls on qualified prospects every week.
- Collect relevant data in input that in CRM for each call completed.

### **Qualifications**

At Asset Realty Advisors, your values, abilities, desire and track record are more important than direct experience. That being said, the ideal candidate would have the following:

- TN Real Estate license in good standing with no violations (if you are not licensed, you must be willing to obtain the license).
- Very strong personal skills (high integrity, candor, excellence, etc.) and interpersonal skills (excellent oral and written communication, client service, etc.) Strong competencies in intellect (the ability to learn, understand, innovate, analyze, etc.)
- Proven ability to multitask and follow-through.
- Excellent proficiency in all Microsoft Office products.
- Have a friendly outgoing personality.

### **Benefits**

Asset Realty Advisors' goal is to maintain a diverse, motivated, positive and fun work environment full of great people. Take pride in working for a company that lives its mission and values and continually provides quality commercial real estate advisory services to our clients.

We look at ourselves as a support organization for great entrepreneurs who want to work collectively with other entrepreneurs.

- 1099 Independent Contractor
  - \$35.00 for each appointment set
  - plus 5.0% of Gross Commission earned by Tenant Services Advisor by leads you generated
- Freedom to set your own schedule within normal business hours.
- Career Advancement Opportunities
- And more!

### **Contact**

If you are interested in this opportunity please email your current resume and a cover letter stating why you are the best person for the career to [Careers@AssetRealtyAdvisors.com](mailto:Careers@AssetRealtyAdvisors.com) . Phone calls are not accepted. For more information visit our website at [www.AssetRealtyAdvisors.com](http://www.AssetRealtyAdvisors.com).