



Title: Tenant Services Advisor
Location: Cordova, TN Office

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 have an entrepreneurial spirit trapped in someone else’s body?
- Do you hate office politics as much as we do?
- Are you looking for freedom?
- Do you want to help companies succeed?
- Do you love networking and building relationships?
- Are you looking for more than just a paycheck, but a way to build wealth and a career?
- Are you professional and results driven, yet lighthearted and fun?
- Do you have passion?
- Would you rather work for David than Goliath?
- Do you want to make a difference?
- Do you exceed people’s expectations of you on a regular basis?
- Are you proactive, an excellent communicator and a problem solver?
- Is it in your bones to seek continual improvement?
- Do you enjoy negotiating and the art of the deal?
- Do you dream big and enjoy a challenge?
- 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 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 Tenant Services Advisor represents companies in their commercial lease search and negotiations. There are 5 primary components consisting of 1) prospecting, networking & building relationships; 2) making proposals, presentations and negotiating; 3) working with clients to determine the best location that meet their current and future needs; 4) analyzing and collaborating with clients to secure the best location with the best terms; 5) exceeding client expectations with at least a 95% client satisfaction rate.

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

- Build C-Level or branch manager-level relationships with at least 500 companies in the mid-south region.
- Regularly builds multiple relationships in key companies.
- Produce at least \$4,000,000 in commissionable transactions in year 3 and \$7,000,000 in year 5.
- Attain a minimum of 15 of the top 100 companies in the mid-south by year 5.
- Maintain favorable and positive external relationships (agents, brokers, landlords, etc.)
- Positive leadership and company-wide contributions.
- Makes a minimum of 50 prospecting calls on qualified prospects every week, or a minimum of 5 presentations and proposals a week.
- Promotes self as expert problem solver and advisor

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 & MS Real Estate licenses 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.
- Your word is your bond and you do what you say your going to do when you say your going to do it.
- Able to travel, make presentations and close deals.



Asset Realty Advisors

Investment & Commercial Real Estate Firm

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.

- The best, progressive commission-only compensation structure in the industry. The more you generate, the more you keep!
- Ownership opportunity will be available for top performers so you can build wealth, not just a career!
- Profit Sharing
- Freedom to set your own schedule
- Growth opportunity
- 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 . Phone calls are not accepted. For more information visit our website at www.AssetRealtyAdvisors.com.