

Job Title: Commercial Real Estate Salesperson

Hours: Full-Time

Location: Upstate NY

Salary Range: \$30,000 – 50,000 + Commissions

TJMG Properties, LLC is looking for a motivated individual to step into a full-time Commercial Real Estate Salesperson role in their local and growing Real Estate Services company. TJMG Properties was started in 2008 and has quickly grown into a multi-faceted services company offering residential/commercial brokerage services, property management, lawn & snow services and maintenance & construction services - serving markets throughout Central NY.

Key Responsibilities:

The primary responsibility for this position is to actively engage in the sales activities within all markets of commercial real estate.

- Network with Owners, other commercial real estate professionals, etc. to maintain and grow client-base.
- Work with both buyers and sellers in an effort to match the client with qualified prospective opportunities.
- Engage in all aspects of transactions including but not limited to contract negotiations, due diligence matters, closings.
- Sales in all commercial real estate markets including, multi-family, retail, industrial, office space, with eventual specialization in 1-3 markets.
- Aid in sale/acquisition of properties wholly owned by J&M
- Sales of Property Management Agreements for the Company
- Use & Understand Company provided simulation/modeling software and presentation of models to clients
- Attendance at all required company meetings
- Represent the company in a professional manner at all the times.

Other Skills & Qualifications: High School diploma, moderate understanding and use of Microsoft Office applications, demonstrate excellent oral and written communication skills, strong organization and time management skills, ability to diffuse and respond to customer concerns to avoid escalation of the problem, possess a positive attitude

Requirements: New York State real estate license, 2+ years of experience in commercial real estate, Dependable means of transportation,

Other Inclusions: Health Benefits, Cellular Phone, Laptop Computer/Tablet, Use of Company Office Space and Equipment, Paid Vehicle Miles

Hours & Pay Structure: \$30,000 - \$50,000 (DOE), Sales Split for all closed transactions starting at 60%, Weekly hours: 30+

To Inquire - Call: (315) 299-4277

Resumes accepted at our office, 209 Second St Liverpool, NY 13088

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