



Real Estate Broker – NW Indiana

Latitude Commercial is a full service Commercial Real Estate brokerage firm specializing in Northwest Indiana and the South Chicago Suburbs. We provide superior services to our clients by providing solutions to their commercial real estate goals. Local tenants to National Developers have benefited from our expertise by consulting us with their various needs.

Job Summary:

Broker to generate new business for our company and nurture the existing broker/client relationships. Oversee client's sale/leasing needs of commercial buildings and help to create marketing programs. Ideal candidate will be proactive, comfortable with making cold calls as well as face-to-face meetings with all levels of clients. Ideal candidate has experience locating clients interested in selling and leasing their commercial property or tenants looking to expand/relocate.

Qualifications

Requirements

- Self Starter with superb time management skills and ability to multi task
- Strong negotiation and problem solving skills
- Cold calling experience
- Proven ability to initiate, establish and maintain relationships over the phone and face-to-face
- Outstanding communication and presentation skills
- Basic knowledge of all MS Office products

Minimum Education and Experience:

- Indiana/Illinois Real Estate License (mandatory)
- Bachelor's Degree
- Minimum 2 years experience in Commercial Real Estate

Preferences:

- Membership in one or more of the commercial real estate trade organizations, i.e. CCIM, SIOR, NAIOP
- MBA

Employer's Rights:

This job description does not list all the duties of the job. Incumbents may be asked by their supervisors or managers to perform other duties. The employer has the right to revise this job description at any time.

This is a great career opportunity as part of a growing company. We have access to hundreds of thousands of existing square feet of client product. A generous incentive package can be made available to the right person, including up to **90% commission splits** for agents with proven track records. Email resumes to latitudejob@hotmail.com, please include "Broker Position" in the subject line of your email.