



## **LEASING AGENT ERES COMPANIES**

*Position to be based out of our office in Williston, ND*

### **COMPANY OVERVIEW**

Founded in 2014, ERES Companies is one of the fastest growing and unique real estate firms in the world. Unlike other commercial real estate service providers, ERES provides a truly vertically integrated approach to meet a multitude of real estate needs seamlessly controlling projects from start to finish. Leveraging the comprehensive power of our service lines, we are enabled to research, analyze, and provide the most efficient, cost effective solution available for our client's real estate investments. This translates to peace of mind in knowing that their needs, timeline, and budget are being considered at every phase of their project. Our collective commitment to excellence, hard work, and creativity has resulted in a rapid firm expansion that has led ERES to complete thousands of successful projects both domestically and internationally, represent over five million square feet of commercial space and more than \$1 billion in real estate value, and manage over 6,000 multifamily and industrial units.

Our sophistication and expertise, combined with our small company values and client-centered approach, have provided us opportunities to partner with best-in-class, global corporate clients, including several Fortune 500 companies, in solving some of their largest and most challenging real estate issues. ERES is currently comprised of over 150 dedicated professionals working tirelessly to provide the finest all-inclusive real estate services in key secondary and tertiary markets across the globe. Always opportunistic about expanding operations, we have eleven domestic and international office locations in Denver, CO (headquarters), Williston, ND, Midland, TX, Bozeman, MT, Fort Worth, TX, Houston, TX, Midland, TX, New York, NY, Washington DC, Los Angeles, CA, Guyana, Georgetown and Neuquén, Argentina.

### **THE OPPORTUNITY**

#### **Job Summary**

This position's primary goal is to leverage different techniques and practices to increase occupancy in ERES's properties and lodges.

#### **Essential Duties & Responsibilities**

- Travels within sales territory to meet prospects and customers
- Reaches out to organizations and businesses that might require a lodging for construction conferences and events
- Conducts calls and face-to-face meetings with customers daily
- Builds and maintains relationships with new and repeat customers
- Maintains records of all sales leads and/or customer accounts
- Educates customers on how our lodging services can benefit them financially and professionally
- Monitors the company's industry competitors, new products, and market conditions to understand a customer's specific needs
- Analyzes current client base or target market for lodging

- Devises new ways to expand that client base
- Works closely with marketing department to help build the brand
- Develops promotional and advertising materials for the hotel
- Oversees distribution of marketing materials
- Designs and advertises special group rates and packages to increase larger bookings

### **Position Requirements**

- Proven working experience in a business-to-business sales role
- Proven sales track record
- Experience in customer support is a plus
- Proficiency in MS Office
- Proficiency in English
- Market knowledge
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills

### **EEO STATEMENT**

Energy Real Estate Solutions, LLC is an equal opportunity employer and committed to developing and maintaining a diverse workforce. Energy Real Estate Solutions, LLC strongly believes in equal opportunity for all, without regard to race, color, religion, creed, age, sex, pregnancy, family responsibility (e.g. child care, elder care), national origin or ancestry, citizenship, marital status, sexual orientation, gender identity or expression, transgender status, veteran's status, genetic information, or status as a qualified individual with a disability, protected leave status or any other protected characteristic in accordance with applicable law. The company also endeavors to make reasonable accommodations for known physical or mental limitations of otherwise qualified employees and applicants with disabilities unless the accommodations would impose an undue hardship on the operation of our business. Equal employment opportunity will be extended to all individuals in all aspects of the employment relationship, including recruitment, hiring, promotion, transfer, training, discipline, layoff, recall and termination.

### **SUBMISSION**

Cover letters should clearly outline relevant experience and its applicability to this role. Qualified candidates may submit a resume and cover letter to Jayde Bonnell at [jayde.bonnell@erescompanies.com](mailto:jayde.bonnell@erescompanies.com).