



## **COMMERCIAL REAL ESTATE BROKER**

### **ERES COMPANIES**

*Position to be based out of Sarasota, Florida*

### **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 6,500 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), Sarasota, FL, Williston, ND, Bozeman, MT, Fort Worth, TX, Houston, TX, Midland, TX, New York, NY and Neuquén, Argentina.

### **THE OPPORTUNITY**

#### **Job Summary**

We are currently looking for full time licensed Commercial Real Estate Broker to join our team in Sarasota, Florida. The primary responsibility will be to generate new business and deliver our core brokerage services (Site selection, Land and facility acquisition, Leasing, Built to Suit, Sale/lease back, Investment Sales and Dispositions) under the direction and support of the senior brokerage lead. This is an ideal opportunity for a motivated self-starter possessing strong sales abilities, business acumen and excellent communication skills.

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

- Qualify and target prospective companies to pursue with senior brokerage lead
- Research companies, analyze their needs, and customize strategic real estate solutions
- Exhibit a strong willingness to make cold calls to generate leads and set up meetings with qualified prospects
- Identify and develop relationships with key decision makers responsible for real estate decisions
- Exude the drive and tenacity to do what it takes to win the account/client
- Develop strong relationships with ERES team members

- Manage and update prospects by utilizing an internal tracking database
- Attend all relevant sales or business team meetings and actively contribute
- Attend sponsored training sessions and endorsed external training sessions & seminars

### **Skills & Experiences**

- Bachelor's degree required
- Real estate license required
- A minimum of 2-4 years proven sales experience with a focus on solutions-based selling
- Proven results and success in prior sales role
- Strong professional presence and demonstrated ability to present to and close C-level decision makers
- Experience developing and selling complex value propositions
- Keen ability to listen, comprehend and problem solve
- Strong research and analytical skills
- Must have strong communication skills and possess effective business writing skills
- Competitive spirit paired with ability to create and develop relationships
- Ability to thrive under pressure
- Impeccable follow-up skills and the ability to focus on details while being cognizant of the big picture
- Must be capable of maintaining a high energy level and being a team player
- Integrity and outstanding judgment in all business matters

### **Position Requirements:**

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### **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 Kate Waggoner at [kate.waggoner@erescompanies.com](mailto:kate.waggoner@erescompanies.com).