

Location: Atlanta, GA

Your Title: Director / Vice President, brokerage team

At COUNCIL, we are passionate about retail real estate and love working with great people across Georgia and throughout the Southeast. As a growing boutique commercial real estate firm, we work in a close-knit team to bring our clients' real estate goals to life. Our personal approach to brokerage is different; we build long-lasting relationships with our retailer clients. Because brokerage is all we do, we can focus on digging deep to uncover those deals that achieve maximum potential in their target markets. We believe success comes from great communication, enthusiastic teamwork and always being transparent and honest.

What You'll be Doing

As an emerging leader, you'll be working alongside other members of the brokerage team in representing regional and national retail tenants as they expand their store counts in Georgia and the Southeast. You will be executing and continuing to grow your own book of business while participating in leading and executing transactions for the firm's expansive list of | in-house clients.

- Provide full-service execution of client assignments across Georgia and other markets
- Prepare and present client presentations and new business pitches
- Prepare and negotiate agreements on behalf of the firm and its clients

A Successful Teammate

- Is a skilled commercial real estate broker looking to expand upon their retail specialization
- Has a professional presence and exceptional communication skills both written & verbal
- Is an enthusiastic team player willing to take on any challenge

What You'll Need to Have

- Bachelor's Degree, real estate, finance or business preferred
- Real estate broker or salesperson license in Georgia, required
- Worked >5 years in commercial real estate with significant experience providing retail representation services
- Experience working with commercial real estate platforms like CoStar, Placer.AI, and ERSI
- High level of skill in working with Microsoft Office Suite (Teams, Word, Excel, Powerpoint)

If you'd like to join COUNCIL and grow with us, reach out with a copy of your resume and cover letter to: info@councilre.com

Council Real Estate LLC is an equal opportunity employer.