

**Location:** Atlanta, GA

**Your Title:** Associate / Sr. Associate

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 a member of the brokerage team, you'll be working alongside principal brokers representing regional and national retail tenants as they expand their store counts in Georgia and the Southeast. You will be supporting the firm's in-house clients while building your own book of business.

- Execute client assignments including site selection and market research
- Prepare and present client presentations
- Prepare and negotiate agreements on behalf of the firm and its clients, including Letters of Intent, Commission & Listing Agreement
- Be a skilled user of our software suite: CoStar, Placer.AI, Regis, LandGlide, Horizon, etc.

### **A Successful Teammate**

- Is an eager learner that wants to expand their commercial real estate knowledge
- 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, required
- Worked 2-4 years in commercial real estate, retail experience highly desirable
- 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](mailto:info@councilre.com)

Council Real Estate LLC is an equal opportunity employer.