



Massey Knakal Realty Services

Title(s): First Vice President of **Sales or Retail Leasing**

WHO WE ARE:

As Massey Knakal expands into new businesses and opportunities arise company wide, we are actively recruiting for new brokerage talent to join the firm. We are seeking **professionals** to join *both* our **Sales & Retail Leasing** divisions. *An individual would come onboard and specialize in *one* of these two areas.

Massey Knakal is a diversified real estate company, exclusively representing owners in the **Sale, Retail Lease** and/or **Financing** of their properties. With over 100 employees, three offices and coverage extending through the five boroughs, Westchester & Nassau Counties, and New Jersey, Massey Knakal is the metropolitan area's premier #1 full service sales company for over two decades.

Dedication to neighborhood knowledge and relationship building is a source of continuing pride and success for Massey Knakal, and through our **Territory System™**, our agents have partnered with owners throughout the city to close over 2,000 transactions, with an aggregate value of approximately \$10 billion since 2001. We've built strong relationships within the neighborhoods we represent and developed an extensive database that includes major investors, owners, institutions, agencies and individuals active in real estate.

Massey Knakal handles a multitude of property types, including commercial buildings, apartment buildings, townhouses, mixed use investment building, mixed use user buildings, live plus income buildings, industrial properties and development/conversion sites. Our Agents are experienced in representing properties of all values, from \$500,000 properties to portfolios exceeding \$100 million.

Massey Knakal Realty Services will continue growth allowing significant opportunities for advancement and leadership in the Real Estate industry and firm.



KEY RESPONSIBILITIES:

- Business Development
- Specialize in direct **Sales or Retail Leasing** of Investment Properties / Spaces
- Act as the Territory Expert: know your area & community
- Exclusively represent the Seller/Landlord/Owner (i.e. for Leasing – or – Sales)
- Generate and Present for Exclusive listings
- Investment Property Analysis / Underwriting
- Build networking and referral system
- Establish long lasting client relationships
- Know and track all variables of your sub market including: property owners, who's buying/selling/leasing, past/current/average prices, annual property sales and leases, factors affecting value and how transactions are being structured, all buildings in your territory, etc.
- implement custom, detailed marketing programs in sale / lease of property

TRAINING:

Both Sales & Retail Leasing Agents go through extensive Initial Success training program including a Certification Board at the completion of the program. All receive a thorough Training Manual. Continued Success training includes Refresher Courses, Industry Speakers & Field Experts.

KNOWLEDGE & EXPERIENCE:

Qualified candidates are **Self motivated, Disciplined, & Driven**. Assertive, **goal-oriented**, competitive **self-starters**. Exhibit stellar sales / leasing track record a plus; however, MK has top notch **training program** to bring any determined player to the top of their game.

- Bachelors &/or Advanced Degree
- Demonstrated ability in **Sales/Marketing/Leasing** or **Entrepreneurial** roles
- **Excellent Oral & Written** Communications skills incl. **Negotiating** capability
- Strong **Strategic** abilities
- Superior Organizational Skills / Detail Oriented
- Excellent Analytical & Reasoning ability
- Strong computer skills
- **Team** oriented activities, **personal achievements** &/or **leadership** roles in background.

OPPORTUNITIES: Territories Available Co-Wide in Leasing *or* Sales

COMPENSATION/BENEFITS:

- 100% Commission-Based
- Medical & Dental coverage by UHC & Aetna, respectively; if elected, 50-50 split

POSITION TYPE: Full-Time; Independent Contractor

CONTACT INFORMATION: Please submit résumé to Gia LaMarca, Director of HR, at gamarca@masseyknakal.com.

To learn more about careers within MKRS, please visit: www.masseyknakal.com