

Commercial Real Estate Broker - Corporate Real Estate Advisor

About Us:

Sidecar CRE is based in Frisco, TX and guiding our clients' corporate real estate journey is our expertise and passion. Whether they're adding new locations, searching for their first space or needing to dispose of excess real estate, our team is there for them every step of the way. Focusing on corporate users of office- and industrial space, we offer comprehensive planning, analysis, brokerage and management services to support clients through the lifecycle of their real estate portfolio.

Our mission and culture are derived from Sharing responsibility and success, Caring for each other through support, collaboration and continuous improvement and being Fair to every colleague, client and competitor with whom we interact.

Position: Commercial Real Estate Broker - Corporate Real Estate Advisor

This outside sales position will pursue and acquire new corporate real estate clients within a defined territory and lead their on-going account management requirements. The primary sales focus will be tenant and buyer representation (acquisitions and dispositions), and other planning and management services will help support our clients' lifecycle real estate requirements. The right candidate will have a strong desire for success in sales, a skill for developing long-term business relationships with corporate real estate decision makers and the ability to develop creative and complex solutions that meet their requirements and differentiate us from competitors. You'll be responsible for all aspects of the sales cycle and activities will include prospecting, opportunity evaluation, market data & analysis, presentations, proposals, property tours, negotiation, closing, etc.

The Advisor will be supported by an Inside Business Development resource who will assist with research, targeting, prospecting and continuously generating pre-qualified leads, while also providing support to you and clients throughout the entire sales and account management process.

You'll be supported by a robust platform of technology, tools, strategies and management-led training & coaching to ensure your success in the role.

Hours: As an Independent Contractor, the Advisor will have the benefit of setting their own work schedule. Success in the role typically requires the equivalent of a full-time work schedule during normal business hours, Monday – Friday; and occasional work on nights and weekends based on client requirements.

Compensation: Commission + Bonus. Generous commission splits and excellent earning potential for a high-performer.

Location: Dallas–Fort Worth Metroplex, Texas

Qualification Requirements:

- **Must be a licensed Real Estate Sales Agent or Broker in Texas**
- Bachelor's degree, preferably in a business discipline
- Prior B2B sales experience (preferably in commercial real estate industry) selling to senior/executive leadership, with demonstrated history of success
- Excellent business communication skills with the ability to connect with and influence decision makers
- Ambitious, enthusiastic individual with a sales mentality who is driven by the commission income opportunity (realistic, eager to creatively navigate the challenge and barriers of the sales process with the ability to develop and close business)
- Ability to work as an individual contributor with limited supervision, but also to collaborate with colleagues to provide exceptional client service and achieve team goals

For consideration send resume to hr@sidecarcre.com.

Equal Opportunity

Sidecar Commercial Real Estate, LLC is an equal opportunity employer and is eager to build an organization diverse in experience, skills and knowledge with commitment to service excellence and integrity. The company does not discriminate based on race, color, religion, creed, age, sex, gender, gender identity or expressions, sexual orientation, national origin, disability, marital and civil partnership/union status, protected veteran or military service status or any other elements protected by law.