



Associate, Multi-Family-Mixed Use

Brooklyn, NY

TerraCRG is looking for an entrepreneurial sales agent to join our growing sales team. The Associate will be supporting a senior broker in the sale and marketing of Multi-Family-Mixed Use Market properties throughout Brooklyn, with the ability to earn six figures within 2-3 years.

TerraCRG is commercial brokerage and advisory firm focused solely on the Brooklyn market. Since inception, TerraCRG established itself as a Brooklyn market leader, by effectively responding to the needs of lenders, property owners and investors. As a result, our team diligently worked through many of the transactions that did occur when credit markets tightened.

We now seek a self confident individual that likes to work hard and would like to learn the business from the ground up. The firm will provide one-on-one training for the right candidate that will enable the associate to be comfortable with a wide range of Real Estate transactions. No previous experience is required.

The Associate candidate:

- Must be passionate about sales and/or marketing and/or the Brooklyn real estate market
- Will be a team player with excellent people skills
- Will be comfortable with hands-on sales and marketing activities including extensive cold calling
- Will have great communication skills and good understanding of finance
- Will have superb organization skills
- Will have a Bachelor's degree in marketing, business or finance

Responsibilities include:

- Develop market expertise and local area knowledge
- Support senior broker in all aspects of the brokerage business
- Be part of the entire sales and marketing cycle
- Create relationships with building owners , lenders and developers through cold calling
- Run direct marketing programs for building sales
- Identify new opportunities by staying abreast of local market trends
- Help manage pipeline and deal flow

This is a great opportunity to be a key player in a growing team and make a real difference. This is an independent contractor/commission only based position with earning potential in the first year of anywhere between \$40,000 to \$80,000.

Please send cover letter and resume to info@terracrg.com

TerraCRG | Commercial Realty Group

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