

New Job Openings: Landlord Representation Specialist, NAI Robert Lynn

Location: Openings in both our Dallas and Fort Worth offices

Job Title: Landlord Representation Specialist

Industry: Commercial Real Estate. Leasing & Sales. Focus on Retail & Restaurant.

Required Experience: This is an entry-level position; however, a candidate with experience will be on a faster track to a successful career.

Job Description: A Landlord Rep. Specialist's primary focus is representing shopping center owners (landlords) and secondarily retail tenants (retailers & restaurants) within one specific region in the Dallas / Fort Worth metro area. Acquisition of new business is a critical expectation of the job. When representing landlords, the person in this role executes action plans to fill vacant spaces with qualified retailers / restaurants and negotiates on behalf of the landlord to finalize a lease. Most business development and completed transactions will occur in the Landlord Rep. Specialist's geographic area of expertise. Qualities of successful Landlord Rep. Specialists include: energetic, reliable, eager to learn, process-driven, self-starter, hardworking, independent, and intelligent.

Training Program: Each new hire starts with our approx. 4-6 month* Training Program (and needs to have *or will obtain* a Texas Real Estate Salesperson License) which provides an in-depth understanding of the foundation of retail real estate, sets up a game plan to proactively build a book of business, and gives structure / organizational tips to the keys of building a career in this industry.

*new hires with experience can have a shorter training program.

Compensation: This position is commission only; however, Landlord Rep. Specialists are guaranteed a \$2,500 draw against commissions each month. Average annual 1099 income has been:

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| Year 1 | \$30,000+ |
| Year 2 | \$40,000+ |
| Year 3 | \$60,000+ and includes automatic \$20,000 cash bonus at Month 30 = 80,000+ |
| Year 4 | \$80,000+ and includes automatic \$20,000 cash bonus at Month 48 = 100,000+ |
| Years 5+ | A minimum of \$100,000 |

About NAI Robert Lynn: Founded in 1962, NAI Robert Lynn is one of the largest commercial real estate service organizations in the Dallas/Fort Worth area and has come to serve as a symbol of stability and strong presence in the market. Our innovative approach of dedicating a professional agent to specialize in each submarket gives our customers unparalleled service, local market expertise, and ultimately the best possible deal. We are a proud member of NAI's network of 375 offices in 36 countries with over 6,000 professionals.

Our industry-leading Retail Division is ranked #1 by CoStar for largest number of retail property listings in the Dallas / Fort Worth metroplex with over 500 listings.

More information about us at nairl.com.

Contact: Email a cover letter and resume to:

- **Dallas:** Dan Avnery, President of the Dallas Retail Division, davnery@nairlretail.com
- **Fort Worth:** Jon McDaniel, President of the Fort Worth Retail Division, jmcdaniel@nairlretail.com