

## New Job Opening: Tenant Representation Specialist, NAI Robert Lynn

**Location:** Dallas

**Job Title:** Tenant Representation Specialist

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

**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 Tenant Rep. Specialist's primary focus is representing tenants who are looking to open, expand, or relocate their business. We find the best location for our clients and negotiate favorable lease terms on their behalf. We represent retail, restaurant, medical, entertainment, and service-oriented businesses all over the Dallas / Fort Worth metro area and beyond. For example, we represent notable brands such as Subway, Ace Hardware, Wingstop, Kelly Moore Paints, Sinai Urgent Care, The Marquise Salon Suites, and many other retail themed tenants. Qualities of successful Tenant Rep. Specialists include: energetic, reliable, creative, eager to learn, likeable, hardworking, self-motivated, 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, Tenant Rep. Specialists are guaranteed a \$2,500 draw against commissions each month. Average annual 1099 income has been:

|          |                                                                             |
|----------|-----------------------------------------------------------------------------|
| 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 retail-themed category (retail, restaurant, medical, entertainment, and more) gives our clients 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](http://nairl.com).

**Contact:** Email a cover letter and resume to the head of our Retail Tenant Representation Division, Josh Mann, at [jmann@nairlretail.com](mailto:jmann@nairlretail.com).