

# Tenant Representation Associate



## JOB OVERVIEW

<b>JOB TITLE</b>	Tenant Representation Associate
<b>LOCATION</b>	Houston, Texas

## JOB SUMMARY

We are currently seeking an Associate who has experience in commercial real estate or has a strong interest in building a career in said industry.

There will be NO cold calling required.

A six figure income after 12-18 months is to be expected for those that apply themselves.

There will be hands-on mentoring from a proven, successful broker.

## RESPONSIBILITIES

- Work with current and prospective tenants to understand their needs, win their business, and develop an optimization strategy
- Build strategic site selection packages that demonstrate the strengths and weaknesses of prospective spaces
- Tour prospective space/site options with the client and negotiate leases for prospective new locations
- Effectively manage transactions to align with each clients' requirements while helping them get to grand openings faster and driving better bottom lines

## QUALIFICATIONS & EXPERIENCE

- Undergraduate degree
- Real estate experience, highly preferred
- Licensed as a real estate agent or pursuing an agency license in the State of Texas
- Mid-level to advanced MS Office competencies, including Excel, Word, and Outlook
- Must be self-motivated, sales-driven and thrive in a dynamic commission-based entrepreneurial business
- Must be professional with excellent communication and follow-up skills

## ABOUT US

FEC Real Estate is a tenant representation brokerage firm with a niche specialization within the retail subspace. The company represents family entertainment centers throughout the United States in their pursuit of the leasing and purchasing of commercial real estate.