

# Tenant Representation Associate



## JOB OVERVIEW

**JOB TITLE** Tenant Representation Associate

**LOCATION** Houston, Texas

## JOB SUMMARY

We are currently seeking an Associate who has 1-2 years of experience as a commercial real estate agent, ideally as a tenant representative.

There will be NO cold calling required.

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

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

## RESPONSIBILITIES

- Ability to spearhead deals from start to finish
  - Build strategic site selection packages that demonstrate the strengths and weaknesses of prospective spaces
  - Drive LOIs and lease negotiations with a disciplined approach
  - Coordinate amongst all salient parties (landlords, banks, contractors, etc.) in efforts to expedite the completion of a transaction
- Engage with prospective clients to understand their needs and win their business

## QUALIFICATIONS & EXPERIENCE

- Licensed as a real estate agent in Texas
- 1-2 years of experience as a commercial real estate agent, ideally as a tenant representative
- Undergraduate degree (minimum 3.5 GPA)
- Experience in CoStar
- Detail oriented and transaction focused
- Must be self-motivated with excellent follow-up skills
- Sales driven

## ABOUT US

FEC Real Estate is an industry leading commercial real estate brokerage firm with a niche specialization in the retail subspace. The company represents family entertainment centers throughout the United States for the leasing and purchasing of CRE for their operations.

Send brief cover letter and resume to: RJ Mohindra  
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