

**Real Estate Agent (Commercial Sales & Leasing)  
Turner Drake & Partners Ltd.**



**This is One Cool Career!**

You are a Commerce graduate, have a real estate license and are experienced in selling commercial or residential property. Seize this opportunity to crystallise that knowledge into a long term career!

Join fourteen colleagues who are benefiting from our "best in its class" training program and build a career that is at once exciting, challenging, satisfying, fulfilling, remunerative, not gender dependent, where you will be limited only by your own ambition. This is not just a sales position. It requires a broad skill set (critical thinking, financial analysis, problem solving, negotiation, networking, marketing, the determination to cut to the quick and close the deal ... and the ability to see the forest *and* count the trees). Capitalise on your ambition: take advantage of our company funded study for the University of British Columbia's real estate degree by distance learning. You will not be tied to a desk: your work will take you throughout Nova Scotia and will offer a good balance between office and field work. The work environment is professional, friendly, supportive, and (usually) good fun. Our computer resources are state of the art and our skills base ranges from Geographic Information Systems (GIS) to Valuation, Lasercad® Space Measurement, Property Tax, Economic Intelligence, Counselling, Planning, Sales and Leasing ... a breadth and depth unmatched in Atlantic Canada. Check out our web sites [www.turnerdrake.ca](http://www.turnerdrake.ca) and [www.turnerdrake.com](http://www.turnerdrake.com) for more detailed look at us.

**Skills and Qualifications**

You will have a genuine interest in people, be a good listener and communicator, an excellent networker, and be comfortable conversing with your peers and those senior or junior in age to yourself. You will be at ease conversing with CEO's, mechanics, construction workers or budding entrepreneurs. You will enjoy building relationships through problem solving. You will be interested in a career rather than just a job, something that will get you up on the morning with a spring in your step. You will prefer to work in a team environment, with colleagues who share your enthusiasm. You will enjoy variety and merit the respect of your peers. You will have an eye for detail, be thorough, trustworthy, energetic, reliable and will benefit from the opinions of your colleagues. You will have an enquiring mind and a sense of humour. You will want to leverage your Commerce degree with a company funded University of British Columbia real estate degree. Two to three years' experience in real estate sales is preferred.

**Training**

We have a choreographed training program which blends company funded study from the University of British Columbia's real estate degree, our own 27 in house training modules, and on the job training under the guidance of a mentor. We will give you responsibility to take jobs from start to finish within the first two months of you joining us and will carefully increase that responsibility as you gain knowledge and experience. Although you will be working primarily in our Brokerage Division we will provide you with experience in our Lasercad® Space Measurement, Valuation, Property Tax, Economic Intelligence and Counselling Divisions so that you can benefit from a broad exposure to real estate.

**The Sexy Stuff:**

We asked the younger members of our professional staff what they enjoyed most about their careers with us. This is what they said:

*"One of the benefits that I saw in working here when I was first starting out was the opportunity to be mentored by some of the most highly-educated and well-respected individuals in the industry (all of whom ultimately proved most generous in sharing their time and expertise).*

*I also saw real estate consultancy to be a unique application of the skills I'd acquired at Dal — it combined them in a way that other disciplines I'd considered (i.e. chartered accountancy and law) did not."*

*"The ability to work independently and take a project from start to finish. I really enjoy the fact that I may be analysing the cash flows from an office building one day and inspecting a shipyard next."*

*"I think a main benefit of working here is that you are able to learn a new field through on the job experience and the knowledge of senior staff and through education, the UBC courses. It is an opportunity to continue your education with a company that is willing to invest in you while gaining experience in a competitive field."*

- *Working out of the office. Being able to get out of the office and work on site jobs is a bonus.*
- *Continuous education.*
- *The mentor program, having someone that can answer all of those little questions that usually cause discomfort to a new employee is a big relief.*
- *Own office space. Not being in a bull pin set-up is great, because you have privacy.*
- *Social events with the company.*
- *In depth work experience, opposed to just being basically an assistant for someone else. You are doing real work with real deadlines."*
- *Good mixture of in-office and field-work.*
  - *Opportunity to see the inside workings of factories and facilities that no one else gets to see.*
  - *Opportunity for traveling through Atlantic Canada.*
  - *Company funded courses.*
  - *Quick and steady salary jumps (they worked out to be about \$5,000/year in each of the first 5 years).*
  - *Wide variety of property types (hangars/dairies/pulp and paper mills/pawn shops/residential/container terminals/etc.).*
  - *Wide variety of skill sets (financial analysis, critical thinking, negotiation, court work, etc.).*
  - *Working in a medium sized firm (you're not just another person in the firm that most people don't know).*
  - *TDP has a strong reputation."*

### **Compensation**

This is a salaried position with a benefits and pension package (after a vesting period).

### **Commencement Date**

Full time employment will commence in August/September.

### **Application:**

Submit your CV (with a copy of your University Transcript) together with a letter ( $\geq$  500 words) explaining why you believe you are suited for this position to:

**M.S. Turner, M.Sc., MBA, FRICS, MAI, CRE, AACI**  
**Turner Drake & Partners Ltd.**  
**Real Estate Counsellors**  
**6182 North Street**  
**Halifax NS B3K 1P5**  
**email: [mturner@turnerdrake.com](mailto:mturner@turnerdrake.com)**

### **Closing Date:**

Applicants will be interviewed as they apply. An "official" version of your University Transcript is not required at this stage ... a copy will suffice.

The position will be closed when the post is filled.