



Commercial Real Estate Salesperson

Turner Drake & Partners Ltd.

Halifax, Nova Scotia

About Us

For over four decades we have provided real estate consulting services to the business community in Canada. We started with a simple vision: (1) be the benchmark by which others are measured, (2) offer clients a unique product whose whole is greater than the sum of its parts. To do so, we have assembled a multi-disciplinary team, with diverse but complimentary skills, created a common training program, nurtured a collegiate culture of working together, developed an industry leading IT system, and implemented an ISO 9001 registered quality control system company-wide. We invest in people; they truly are our greatest asset. From our headquarters in Halifax, we now undertake consulting assignments from British Columbia to Newfoundland and all provinces and territories in-between.

Our Consulting Staff are firmly focused on assisting clients meet their strategic goals, not just their immediate needs. They provide clients with unique, seamless solutions to their real estate problems: Valuation & Appraisal, Property Tax, Urban and Rural Planning, Economic Intelligence (Geographic Information Systems), Counselling (Infrastructure Acquisition, First Nations' Land Claims, Hydro Electric Projects...), Lasercad® Space Measurement and Brokerage (Sales & Leasing)... a breadth and depth unmatched in Atlantic Canada.

This is a position in our Brokerage division, however 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 chase and close the deal). The work environment is professional, friendly, supportive, and (usually) good fun. Our computer resources are state of the art. Check out our web sites www.turnerdrake.com and www.turnerdrake.ca for more detailed look at us.

Skills and Qualifications

A Sales or Brokerage license to trade in Nova Scotia and experience selling and leasing commercial real estate is preferred, but we will also consider candidates with residential sales experience... our focus is on finding the right candidate. We want to find a colleague who fits our corporate culture - someone who prefers to work in a team environment with colleagues who share his/her enthusiasm and enters the office each day with a spring in their step. Yes, you have to cold call and drum up business, so sales and marketing experience is essential, but you will have a tenured Support Staff and experienced colleagues supporting you.

It is a decided advantage if you have been active in the business community long enough to have established contacts, although our success is built on long term relationships with clients rather than a transactional approach, and we have a large pool of existing clients to draw from. You must have a genuine interest in people, be a good listener and communicator, an excellent networker, a strong negotiator 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, and budding entrepreneurs. You will enjoy building relationships through problem solving, have an enquiring mind and a sense of humour. You will enjoy variety and merit the respect of your peers.

We have well documented policies and procedures in place to integrate you into our company but it will be an advantage to become familiar with the remaining divisions: Lasercad® Space Measurement, Valuation, Property Tax, Planning, Economic Intelligence, and Counselling after you join us. We do not work in silos so the other Divisions can provide you with support and give you a competitive edge... and of course they

would look forward to that from you too. Then there is CompuVal®, our industry leading information technology system, a family of intelligent databases that talk to each other, developed in-house to give you comprehensive insight into the real estate markets in the region. Don't worry, we will train you on the use of this IT system.

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 pen 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

Competitive compensation which reflects your success. Enjoy a central urban office location and a work environment that promotes a civilised work-life balance.

Commencement Date

We have an immediate need, but will take the time to find the right candidate.

Application:

Submit your CV together with a letter (≥ 500 words) explaining why you believe you are suited for this position to:

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

Closing Date:

Applicants will be interviewed as they apply. The position will be closed when the post is filled.