



## **Trainee Real Estate Agent, Brokerage Division**

**Turner Drake & Partners Ltd.**

**Halifax, Nova Scotia**

### **This is One Cool Career!**

Yesterday you toiled over your degree. Today you will seize the opportunity to harness that knowledge. Tomorrow you will walk with the captains of industry. If you are a recent Commerce graduate (preferably Marketing Major) interested in a career that will challenge you to reach for new heights ... this is it!

Your Commerce degree (Marketing Major) can unlock the door to a career as a Commercial Real Estate Agent. This is not just a sales position. It requires a broad skill set (critical thinking, financial analysis, problem solving, negotiation, networking, marketing, the ability to see the forest *and* count the trees) ... and further company funded study for the University of British Columbia's real estate degree by distance learning. From our offices in Halifax you will enjoy a good balance between office and field work. The work environment is friendly, supportive and (usually) good fun. Our computer resources are state of the art. Check our web sites [www.turnerdrake.com](http://www.turnerdrake.com) and [www.turnerdrake.ca](http://www.turnerdrake.ca) for a more detailed look at us.

### **Skills and Qualifications**

You will have a recent undergraduate degree in commerce (preferably a Marketing Major), with above average grades. You will have a genuine interest in people, be a good listener and communicator, an excellent networker, and be at ease conversing both with your peers and those senior in age to yourself. You will enjoy building relationships through problem solving. You will be interested in a career rather than just a job, something which will get you up in the morning with a spring in your step. You will want to work with colleagues who share your enthusiasm. You will enjoy variety and merit the respect of your peers. You will value working in a team environment, 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. Real estate work experience, preferably in sales, is an advantage but is not essential.

### **Training**

We have a choreographed training program which blends company funded study from the University of British Columbia's real estate degree, our own 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 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 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**

This is a salaried position with a benefits and pension package.

## **Application:**

Submit your CV (together with a copy of your University Transcript) 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)**

Please feel free to call Mike Turner (902) 429-1811 Ext. 312 or toll free (800) 567-3033 Ext. 312 if you need further information.

## **Confidentiality**

All enquiries and applications will be treated in the *strictest confidence*.

## **Closing Date:**

Applicants will be evaluated and interviewed as they apply. An "official" version of your University Transcript is not required at this stage: a copy will suffice. The posting will be closed when the position is filled.