



SENIOR REAL ESTATE ADVISOR

ABOUT US

Vision Real Estate Investment serves the greater Grand Rapids and Detroit areas as a strategic Commercial Real Estate company providing Real Estate Development, Brokerage and Property Management services.

POSITION DESCRIPTION

Specialty Areas:

- Real Estate Leasing, Acquisition, and Disposition
- Heavy Focus on Industrial and Office
- Cold Calling / Prospecting for new clients
- Client / Tenant Relations
- Sales / New Business Development

DUTIES AND RESPONSIBILITIES

- Secures new and expanded business opportunities through prospecting, networking, and relationship building
- Accompanies prospective clients to property sites to discuss property features, leasing rates, and terms
- Prepares and Reviews both Request for Proposals (RFP) and Letters of Intent (LOI)
- Analyzes data and prepares real estate reports on average asking rents, tenants in the market, historical data, and market comparisons
- Prepares offers, term sheets, and lease amendments
- Engages in local business community and charitable events, as well as industry and professional associations for the purpose of creating new contacts and generating new business
- Possess excellent negotiating, problem solving and communication skills
- Detail oriented with strong organization skills
- Work well in a teaming environment; Strong ability to gain access to institutional real estate owners and private owners
- Coordinate marketing programs with our in-house Marketing Department
- Maintains current knowledge of market conditions, property values, and legislation that may affect the real estate industry
- And other duties & responsibilities as assigned

VISION REAL ESTATE INVESTMENT

140 Monroe Center NW Suite 301 | Grand Rapids, MI 49503 | 616.588.3444 | vrei.com



JOB QUALIFICATIONS AND SKILLS

- Minimum of MI salesperson real estate license, brokerage license a plus
- 3-5 years of recent Commercial Real Estate work experience
- Excellent inter-personal skills, communication skills and team based project experience
- College degree

CONTACT INFO

- Please email resumes to: info@vrei.com