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# Example of Commercial Real Estate Broker Job Description

Our company is searching for experienced candidates for the position of commercial real estate broker. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for commercial real estate broker

* 4-year college degree, preferred degrees will include finance, marketing, real estate, business promotion, general business, but any degree program will be considered
* Conscientious, reliable, and flexible
* Excellent sales skills - a must
* Proven track record of performance, sales growth, developing and cultivating relationships, leads, and a go-forward strategy
* Demonstrated ability to execute business
* Strong customer service orientation and experience, particularly when working with lenders and senior management

## Qualifications for commercial real estate broker

* Passion and willingness to learn and grow in investment real estate
* Strong analytical and technology skills – Excel, Outlook, Word, CRM, database
* Aptitude and/or interest in learning CRM software and sales tools
* 4 years of relevant industry experience, preferably in Atlanta
* Current roster of in-market clients (landlord representation and/or tenant representation) with strong personal control (not enterprise-wide control) of these accounts
* Relationship building and sales skills are essential, with demonstrated results given significant consideration