

DEODATE is regarded as one of the best boutique management consulting firm in Real Estate Strategy in California. We have the pleasure of advising some of the most visible companies and government agencies on truly transformative growth, development, and infrastructure projects.

DEODATE looks to expand its Corporate Real Estate Services/Transactional Brokerage division into one that will be amongst the best in the America. Our focus is on advising companies and public agencies, as well as individuals and non-profits on leasing, acquisition, disposition, and capital structure.

### RESPONSIBILITIES

- Identify, develop, and secure new and expanded business opportunities through prospecting, networking, relationship building, and selling additional DEODATE services to current client base
- Provides owners and investors with pertinent information on leasing availability, current market conditions, and property values
- Accompanies prospective clients to property sites to for touring
- Compiles property data for clients, such as tenant surveys, summary reports, maps, status updates, and presentations for listing assignments
- Analyzes data and prepares real estate reports on average asking rents, tenants in the market, historical data, and market comparisons
- Gathers and coordinates materials necessary for transactions such as listing agreements
- Prepares offers, term sheets, and amendments
- Participates in contract negotiations and due diligence
- Maintains current knowledge of market conditions, property values, and legislation that may affect the real estate industry
- Drafts correspondence to existing and prospective clients
- Gathers, prepares, and distributes marketing materials
- 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
- Maintains accurate and up-to-date information in company databases

### DESIRED SKILLS AND EXPERTISE

- California Department of Real Estate broker or salesperson license required or in active pursuit.
- Bachelor's Degree required
- Upcoming and recent college graduates are also encouraged to apply
- Strong organizational and analytical skills
- Ability to provide efficient, timely, reliable and courteous service to customers
- Ability to effectively present information
- Requires knowledge of financial terms and principles

- Conducts basic financial analysis
- Applicants must have excellent communication and interpersonal skills
- Applicants must have a pleasant personality and the ability to work well in a team environment

#### BENEFITS

- Industry leading and competitive commission split
- Participation in high profile engagements with companies and government agencies of note in Los Angeles and nationally
- Select applicants will also have opportunity to participate in DEODATE consulting engagements
- One-on-one mentorship directly by leadership
- Deal management support from prospect through closing
- Fluid, flexible and value-driven culture

[www.DEODATECORP.com](http://www.DEODATECORP.com)