Zucker Investment Group (ZIG) is searching for the next teammate to add value to the organization, while allowing the candidate to learn, grow & develop their career in commercial real estate. We believe that the bi-product of this person’s efforts should yield to making money and having a great time along the way.

**Role:** ***Director - Multi-Tenant Acquisitions***

In order to fit the ZIG Culture, the ideal candidate:

* Holds themselves accountable and desires to consistently hit their goals
* Is willing to accept, implement and give coaching
* Can be counted on to consistently perform the tasks assigned to them
* Communicates clearly with teammates and external vendors
* Is creative when solving problems
* Possess grit - they aren’t afraid to hear “no”
* Desires to own commercial real estate
* Takes their work extremely seriously…but not themselves
* Enjoys a good time, particularly if it involves food

**About the Role**:

The purpose of this role is to procure opportunities for ZIG to purchase value-add, multi-tenant retail properties across the eastern half of the U.S via:

* Cultivating and fostering relationships with property owners via cold calls and networking
* Cultivating and fostering relationships with the commercial real estate brokerage community
* Follow our CRM process to execute on consistent follow up of leads and opportunities
* Leveraging our resources, training, operational infrastructure and network to maximize individual and company success
* Negotiating and navigating the complexities from start to close of a commercial real estate sale transaction
* Possessing a deep understanding of the underwriting and execution of acquiring multi-tenant retail properties including but not limited to debt, equity, modeling, understanding future strategy and assessing risk

**Qualifications:**

* Bachelor’s degree in Real Estate, Sales, Business, or equivalent experience
* 3+ years of experience in multi-tenant real estate acquisitions or real estate sales strongly preferred
* 2+ years of experience in debt/equity procurement for commercial real estate transactions preferred
* Exceptional communication skills, both oral and written, with extremely strong phone & presentation skills

**Compensation:**

* Base salary + commission
* Benefits stipend
* Ownership opportunities in properties
* All resources and travel covered by the company

**About ZIG:**

ZIG is a boutique, commercial real estate company that focuses on investing in ‘value-add’ retail properties across the eastern half of the United States. The company was founded in 2018 with an obsession of creating win-win solutions for anybody we work with. To date, we have purchased assets in 13 states by having the entrepreneurial spirit of a startup with the backing and resources of a larger organization.

*Website:* https://www.zuckerinvestmentgroup.com/

*LinkedIn:* https://www.linkedin.com/company/zucker-investment-group/?viewAsMember=true

*Instagram:* https://www.instagram.com/zuckerinvestmentgroup/