

Commercial Sales & Leasing Consultant | Full Time

21st May 2024

Miles Real Estate is a 100 year strong, well-established organisation with approximately 80 employees based in Ivanhoe and Rosanna. With a long-standing history in our local community, we pride ourselves on local knowledge, exceptional customer service and commitment to both our clients and employees.

Why join us?

We strive to foster an atmosphere where staff enjoy coming to work and our many long-standing team members are a testament to this. So, when you join the team at Miles, you will instantly feel the difference that an optimistic and connected workplace brings.

As a market leader we are always striving to attract the right people to join our team of highly motivated, dynamic and positive professionals. We know our people are our most valuable asset, and appreciate the importance of providing mentoring, training and development opportunities that support them to be the best they can be.

The Commercial Sales / Leasing Consultant will ideally have experience in Commercial or Residential Sales and/ or Leasing with a high level of enthusiasm and an ability to deal with a wide variety of clients. The candidate will be part of a team environment of colleagues with a strong local knowledge and an extensive client base to work with. Working closely with the Director of Commercial, the successful candidate will gain a strong knowledge of various property types and benefit from our Company's well established links to various businesses within the community.

Our Employees Enjoy

- Pathways for career development and professional growth
- Family friendly and flexible with genuine work/life balance opportunities
- A positive workplace culture where teams collaborate and communicate respectfully
- An exciting place to work and a real part of the local community
- Employee Assistance Program

About YOU

- Genuine desire to excel in commercial/industrial sales and leasing
- Strong understanding of either residential real estate or commercial sales process
- Previous experience in either residential or commercial real estate
- Excellent personal appearance and presentation
- Strong negotiation skills
- Energetic, enthusiasm, self-driven, commitment, reliability
- Excellent work ethic
- Friendly, positive, and outgoing personality
- Outstanding written and verbal communications skills
- Excellent organisation and time management skills
- Current driver's licence and respectable vehicle ownership

Qualifications

- Estate Agents Licence / Certificate IV in Real Estate Practice (Agents Representative)
- Current Police Check (less than 6 months old)
- Must have a strong Sales background – at least 12 months experience within Real Estate

An opportunity to join a family friendly, supportive, fun, and energetic agency.

Please forward your Cover Letter and Resume to Lisa Fitzpatrick, lfitzpatrick@milesre.com.au