

Job description: Business Development Manager / Sales

Meissner Jacquet Commercial Real Estate Services, a commercial property and asset management firm located in San Diego, CA, seeks a new Director of New Business.

Meissner Jacquet Commercial Real Estate Services is a highly-skilled team of commercial real estate problem solvers, risk managers, and trusted advisors who provide exceptional commercial property and asset management services to our clients throughout Southern California. Our primary mission is to provide property management services that meet and exceed our clients' multi-faceted needs by delivering thoughtful, diligent, efficient, and sound business judgment that enhances the value of their commercial assets.

Position Summary:

Successful candidates have at least 6 years of professional sales experience, received formal sales training, and understand web-based CRM systems, spreadsheets and word processing software, and basic real estate math. You must possess fantastic verbal and written communication skills in order to interact effectively with groups of potential and current customers and fellow employees regarding the services we provide. You will be working independently toward a team result.

You will sell the following services:

- * Commercial Real Estate Management and Asset Management Professional Services (including oversight of: physical property issues, tenant relations, leasing agent considerations, vendor contract services, owner communication)

- * Professional Financial and Accounting Services (including CAM reconciliations, collections, monthly reports, customized financial budgeting/modeling, auditing for companies and entities)

- * Construction / Project Management Professional Services (including, tenant improvements, capital projects, asset repositioning / re-development)

Responsibilities will include the following:

- * Conduct Sales Campaigns through a variety of marketing methods

- * Identify prospects and re-engage prior clients

- * Uncover client needs, budget and closure processes

- * Produce proposals and agreements for delivery and negotiation

- * Closure of Prospect into Clients

- * Hands-On involvement with prospects throughout the sales process until close

- * Market to selected target prospects in the Southern CA area

- * Test and measure sales campaign success to fulfill new business goals

- * Track the sales process and closures using a CRM system

This position works directly with company Principals and Vice President at our San Diego office. Travel will be required in Southern CA, in addition to attending social and educational conferences to build relationships and broaden knowledge.

Compensation: Base Salary plus KPI incentives and commissions.

Please submit resume and cover letter to HR@meissnerjacquet.com

Seniority Level: Mid-Senior level

Employment Type: Full-time

Job Functions: Customer Service, Sales