

# COMMERCIAL REAL ESTATE BROKER (Office Space)

Better never settles

CBS International is a member of Cushman & Wakefield Alliance, a leading global real estate services firm, operating with 52,000 employees in more than 60 countries worldwide. As a regional real estate market leader, CBS International exercise 2nd decade of impeccable performance, offering a broad range of integrated services including Office Agency, Retail Agency, Residential Sales and Leasing Agency, Industrial Agency, Land Agency, Valuation and Development Advisory, Capital Markets, Market Research, Project Management, Property and Facilities Management and Marketing. Driven by ideas, expertise and dedication across borders and beyond service lines, we provide real estate solutions to prepare our clients for what's next.

We are seeking ambitious professionals in the role of Commercial Real Estate Broker for rent and leasing off office space who are passionate about delivering premium customer experiences and driving success in the commercial real estate market. If you thrive in a fast-paced environment and possess excellent negotiation skills, this is the opportunity for you.

## WHAT IS THE ROLE ABOUT?

- Client acquisition by using all available channels – own network and company leads
- Cultivate and manage relationships with clients by providing premium customer experience
- Assuring standard quality of customer journey steps while reaching targets, always carefully exploring all customer needs and cross-selling opportunities
- Negotiate lease agreements and sales contracts with precision and professionalism, ensuring favorable outcomes for all parties involved
- Optimizing sales process to fit specific client needs
- Stay informed about market conditions, industry regulations, and emerging trends to advise clients effectively and make informed decisions
- Collaborate with internal teams to develop innovative marketing strategies to showcase office properties and attract premium tenants
- Conduct thorough market research and analysis to identify opportunities in the office segment
- Be alerted on market trends always exploring competition service level and activities and build sales speech and our services to assure CBS International premium brand image
- Uphold the highest standards of integrity, ethics, and professionalism in all interactions with clients, colleagues, and industry partners

## HOW TO APPLY?

If you see yourself as a motivated and ambitious real estate professional looking for a rewarding career opportunity, we want to hear from you! Please submit your resume outlining your qualifications and passion for this role. We look forward to reviewing your application.

Please share your CV via [jobs@cw-cbs.rs](mailto:jobs@cw-cbs.rs). Only short-listed candidates will be contacted.

## WHAT SKILLS AND EXPERIENCE DO YOU NEED?

- Proven track record of success in sales; experience in a role as a real estate broker or sales adviser is advantage, as well as experience with corporate clients
- Strong negotiation skills and the ability to close deals effectively
- Excellent communication and interpersonal skills, with the ability to build and maintain relationships with clients and colleagues
- In-depth knowledge of the local real estate market, including property values, zoning regulations, and market trends
- Proficiency in real estate software and tools, such as CRM systems, MLS databases, and financial modeling software is advantage
- A valid real estate broker license is advantage

## WHY JOIN US?

- Competitive compensation package with uncapped earning potential, including base salary, commissions and bonuses
- Opportunity for professional growth and advancement in a rapidly expanding company
- Access to cutting-edge technology and resources to support your success
- Collaborative and inclusive work environment where your contributions are valued and recognized