

At **Pivot West Commercial**, we are a forward-thinking real estate brokerage with a clear mission: to cultivate lasting business relationships that provide financial security through aligned purpose. We specialize in the purchase, sale, leasing, and management of commercial properties—focused on building client confidence and fostering long-term trust.

Our vision is to set the benchmark in service excellence, recognized for our integrity, ethical business practices, and unwavering commitment to environmental and social responsibility. When you join us, you become part of a team devoted to excellence in commercial real estate.

We value independent, entrepreneurial professionals who thrive on building lasting client relationships. As a contractor, you will enjoy the freedom to grow your business while leveraging Pivot West Commercial's brand, market credibility, and collaborative support. The ideal candidate is driven, adaptable, and focused on creating value—for clients and their own success.

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<b>Position:</b>	Commercial Realtor – Investment Sales & Leasing
<b>Type:</b>	Contract
<b>Location:</b>	Hybrid

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**Responsibility:**

- Proactively identify and engage prospective clients through strategic prospecting activities, including cold calling, targeted outreach, and networking within the business and real estate communities.
- Build, cultivate, and maintain trusted client relationships through follow-up, service, and tailored solutions.
- Research and recommend properties aligned with client strategies and investment goals.
- Analyze markets and financial data to support recommendations.
- Stay informed on market trends and advise clients accordingly.
- Conduct property tours and act as a solutions-oriented advisor.
- Lead negotiations on behalf of clients with skill and integrity to achieve optimal outcomes.
- Prepare and coordinate transaction documentation, including market information packages, letters of intent, offers to lease, purchase and sale agreements, and closing materials.
- Build and strengthen relationships with landlords, tenants, brokers, and industry professionals.
- Contribute to knowledge-sharing and collaborative initiatives to enhance our service and team.

**Qualifications:**

- Licensed in Real Estate (British Columbia), in good standing.
- Minimum 3 years' commercial real estate or related experience, with strong market knowledge, analytical ability, and active industry engagement.
- Proven ability to prospect, build client relationships, and lead negotiations to successful outcomes.
- Proficient in drafting and interpreting transaction documents, with knowledge of applicable legislative and regulatory requirements.
- Excellent organizational and communication skills, with a self-motivated, solutions-oriented mindset and a commitment to continuous learning.

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Email your interest along with a resume to: [Mariana.G@pivotwestcommercial.ca](mailto:Mariana.G@pivotwestcommercial.ca)