

Job Posting:

Job Title – Commercial Real Estate Salesperson

Looking for a licensed salesperson with at least 3 years of experience. The focus of this position is commercial real estate sales and leasing with a specific focus on retail real estate. The office is located in Downtown Detroit and the job requires salesperson be on the road a few days a week. The position offers salary and benefits with commission.

Job Title: Commercial Real Estate Salesperson

Location: Downtown Detroit, MI (Hybrid – On the Road Several Days per Week)

Job Type: Full-Time

About the Role:

We are seeking a driven and experienced **Commercial Real Estate Salesperson** to join our team, with a strong emphasis on **retail real estate sales and leasing**. This role is ideal for a licensed professional with a solid foundation in commercial transactions who thrives in a fast-paced, client-facing environment.

Responsibilities:

- Represent clients in the acquisition, leasing, and disposition of retail-focused commercial properties
- Actively prospect for new business and maintain strong relationships with property owners, investors, and tenants
- Conduct site tours, market research, and property evaluations
- Negotiate lease terms, sales agreements, and contracts
- Stay current on local market trends and zoning regulations
- Collaborate closely with team members to develop strategic marketing and sales plans

Requirements:

- Active real estate license in the State of Michigan
- Minimum of 3 years of experience in commercial real estate, with a focus on retail preferred
- Strong knowledge of the Detroit real estate market

- Excellent communication, negotiation, and presentation skills
- Self-motivated with the ability to work independently and on the road several days a week

Compensation & Benefits:

- Base salary plus commission
- Health and dental benefits
- Opportunities for professional development and growth
- Dynamic team environment located in the heart of **Downtown Detroit**