



## **ASSOCIATE, INDUSTRIAL – CHARLOTTE, NC**

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### **ABOUT US**

Founded in 1989, Beacon Partners is one of the largest privately held owners of industrial and office properties in the Carolinas. We have invested over \$2.4B in real estate projects and developed and acquired more than 30.4M SF. Today we lease, own, or manage more than 17.5M SF of property throughout the Carolinas, of which, approximately 13.8M SF is located in the Greater Charlotte market with another 2.8M SF in the planning stages. Our primary focus is acquiring and developing well located industrial and urban infill office and mixed-use properties. Our in-house team of seasoned real estate professionals average nearly 20 years' experience transacting, investing, and operating real estate. We employ a patient and focused investment strategy concentrating in areas where we have superior market knowledge.

### **ABOUT THE POSITION**

We are currently seeking an Industrial Associate to join our team in Charlotte. The candidates' primary initial responsibility will be driving value in our portfolio by executing leasing transactions across our 10 million SF owned portfolio in Charlotte. This is the ideal opportunity for someone that wants to be actively involved in every facet of the commercial real estate investment business.

The ideal candidate must be an entrepreneurial, curious, aggressive, problem-solver with a strong client-service focus. The candidate should also be highly analytical, decisive, able to operate independently and have strong critical thinking skills.

### **KEY JOB RESPONSIBILITIES:**

- Professionally represent Beacon by fielding prospect and broker inquiries, conducting property tours, drafting lease proposals, negotiating lease documents, maintaining/updating our quarterly market data, and working with our property management and project management teams to facilitate efficient tenant construction and move-in.
- Develop a comprehensive knowledge of all Beacon assets in the Charlotte portfolio, including locations, park access, building features, and competing properties.
- Create, maintain, grow, and foster quality relationships with existing and prospective tenants. Develop an in-depth understanding of our tenants – their business, strategies, customers, and trends that impact their space needs.
- Strategically cold call and catalogue the competition to ensure that:
  - Beacon assets are effectively marketed to all companies in competing parks.
  - Beacon maintains best-in-class market information such as rents, available projects, future competing developments, tenant preferences and general trends for properties in each submarket.
- Track the overall Charlotte industrial market and provide a quarterly market update to the Industrial Team and partners.

- Meet regularly with other real estate professionals including brokers, appraisers, landlords and economic development officials and become an expert on the market.
- Obtain a brokerage license for the state of North Carolina.

**CRITICAL CHARACTER TRAITS, SKILLS, AND ABILITIES:**

- Bachelor's Degree required in real estate, finance, economics, marketing, or related field.
- A minimum of 2 years of experience in commercial real estate or related field with a strong focus on sales. However, success in finance and/or exposure to commercial real estate will add value to candidate applications.
- Self-motivated individual with a strong work ethic, willingness to learn and a curiosity to develop and hone their expertise in a collaborative working environment.
- Ability to build strong relationships with our external and internal stakeholders.
- Ability to analyze qualitative and quantitative information and creatively devise solutions are critical to this role.
- An intuitive, results-oriented team player with exceptional time-management and organizational skills.
- Ability to adapt, prioritize, work well under pressure, and meet deadlines in a fast-paced work environment.
- Excellent attention to detail.
- Must have persuasive presentation, negotiation, and business development skills.
- Demonstrate excellent written and verbal communication skills.
- Strong computer orientation and proficiency in Excel and Word.

**MINIMUM PHYSICAL REQUIREMENTS:**

- The physical demands of the job require the employee to stand, walk, bend, and sit for extended periods of time and occasionally lift, carry, and/or move items.
- The employee will be required to drive to a property, walk on uneven ground, walk through a construction site, and occasionally be exposed to dust or fumes.

This is a full-time position with a competitive compensation structure and a full benefits package. Qualified candidates shall email resumes to [careers@beacondevelopment.com](mailto:careers@beacondevelopment.com). No calls or other correspondence, please.

Beacon Partners is an Equal Opportunity Employer.  
[www.beacondevelopment.com](http://www.beacondevelopment.com)