

Hilco Real Estate, LLC

Property Acquisition, Disposition, Sale/Leaseback, Lease Restructuring and Appraisals

www.hilcorealestate.com

Project Manager/Sales Associate Hilco Real Estate, LLC

Hilco Real Estate has an immediate opening in its Northbrook, IL office for a Project Manager/Sales Associate to assist with the execution of sales programs for single properties and portfolios of assets. The ideal candidate will have experience with commercial real estate sales, marketing and underwriting. This position will be an integral member of the owned property dispositions team with an opportunity for career growth.

Job Responsibilities:

- **Marketing/Media Plan Development** – Assist senior deal team with developing marketing materials, target buyer lists, ad creation, electronic marketing, and all aspects of marketing for the structured sales programs it runs.
- **Buyer Communication** – Assist with regular communication to prospective purchasers via telemarketing and electronic communication throughout the course of a sales program.
- **Property Valuation/Underwriting** – Assist deal team with gathering market data and property valuation intelligence for properties in markets all over the country.
- **Client Reporting** – assist deal team with development of status reports and other client reporting materials
- **Lead Generation** – Assist dispositions team in identifying new business opportunities

Qualifications:

- Ideal candidate must be a self starter and a quick study.
- 1-4 years in commercial real estate industry is required
- A desire to learn how to sell commercial real estate in accelerated timeframes
- The ability to multi-task in a results oriented environment. We work on many projects simultaneously with tight deadlines requiring quick turnarounds.
- Excellent written and verbal communication skills
- Proficiency with the Microsoft Office Suite (Excel a must)
- Experience with legal (sale documentation) a plus
- Some experience with financial modeling and/or Argus is a plus
- Self confidence with sales, negotiation, and closing ability

Educational Background:

- Undergraduate degree in business, finance, marketing, or related field.

Opportunity:

- Opportunity to join an entrepreneurial, successful real estate team that has conducted thousands of transactions worth billions of dollars
- Opportunity to gain exposure into other Hilco Real Estate competencies such as: acquisitions, lease restructuring/sales, debt management, and strategic advisory
- Salary, bonus, 401K with employer match, and benefits package

About the Company:

Hilco Real Estate helps businesses improve leverage and cash flow by disposing of, repositioning, and restructuring their real estate commitments. The company's focus is to help

businesses optimize real estate value in the shortest period of time. The dispositions group has national coverage and monetizes of all asset classes of real estate. For more information on our company and its real estate profile, visit www.hilcorealestate.com. For information on our diversified parent company (also Northbrook based but with global operations), visit www.hilcotrading.com.

For consideration, send resume & salary history to:

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No phone inquiries please.