

INTERN POSITION INFORMATION

Position Type:	Internship, Unpaid (2) opportunities to join Number One Specialty Practice
Job Function:	Creative Marketing, Sales, and Research Projects- Telephonic Engagement of Prospective Clients- Data base development-, Opportunities to learn about the commercial real estate industry and specialty niches therein.
Title:	Commercial Real Estate Intern- Internships (1. Research and data base development, web site optimization project focused 2. Cold Calling on Prospective Clients over the phone, via email, and face to face for Services Opportunities 3. Marketing focus in creation of PR tactics/implementation, design of marketing materials and sales tools
Job Description:	<p>NAI San Diego has an opportunity for 2 high achieving individuals to experience the daily excitement and creative challenges of being an integral part of an experienced and highly skilled commercial real estate professional integrated with on staff world class marketing support and initiatives. You will assist the practice partner and team members with executing a dynamic client relationship and deal opportunity strategy and play an integral part in executing a sophisticated business plan and brand platform.</p> <p>Team roles summarized above will be critical to the team's overall success.</p> <p>Each new intern will be exposed to a Best in Class/ integrated brand, sales, and marketing process with the purpose to create brand awareness, expansion of market share, new client relationships, and additional revenue generating deal opportunities throughout Southern California and into Arizona.</p> <p>Responsibilities and Opportunities (as a team within the above roles)</p> <p>Assist in the creation and distribution of a strategic set of integrated sales, brand, and marketing tools and collaterals as well as industry research, position papers, and the creation of client and prospective client data bases.</p> <p>Support the development of a social media strategy to increase brand awareness and communication lines with clients, prospective clients and other industry professionals across geographies and companies in the real estate services industry</p> <p>Interface with potential buyers, sellers, tenants, and landlords looking to buy, sell, or lease their assets.</p> <p>Each intern will have a unique opportunity to learn from experts in brokerage, sales, sales training, marketing, strategic planning, and real estate development</p> <p>No compensation will be provided, however you will have the opportunity to earn bonuses on closed deals, plus you will be reimbursed for gas and other expenses. We are willing to work with</p>

your school if they offer a work for credit program.

If you have a strong desire to work hard and learn coupled with a desire to collaborate and take strategic direction, and to participate as part of a winning team then one of these internship roles may well be for you. Feel free to bring a friend whose interest might be similar or different from your own as to the above roles.

Qualifications:

- Interested in working in commercial real estate or professional consulting services.
- Excellent telephone skills and the ability to speak to a variety of personality types
- A self-confident and genuinely sincere or friendly personality
- Self-motivated and seeking to learn as well as to make a significant contribution
- Someone who can work independently and focus on one or more of the above internship areas
- Proficient in some or all of the following: MS Word, Outlook, Excel, Power point, social media (other graphic software such as In Design and Photoshop considered a major plus for the marketing role
- Knowledge of or experience in using search engines, Google Earth and Google Maps a plus
- No prior real estate experience needed, just a great work ethic and a strong desire to learn. Real estate license not required, but a significant plus as well

Send Resume:

kandrews@naisandiego.com

Salary Level:

Unpaid, but performance based fees will be available

Location:

Mission Valley