



Property Disposition, Sale/Leaseback, Lease Restructuring and Valuation  
[www.hilcorealestate.com](http://www.hilcorealestate.com)

## OPEN POSITION

### Senior Sales Associate – Dispositions Team Hilco Real Estate, LLC

**Reports to:** Hilco Real Estate SVPs

Hilco Real Estate has an immediate opening for a Sales Associate to source and originate new opportunities to broker or auction single properties and portfolios of assets. The ideal candidate will have experience with commercial real estate marketing, underwriting and sales, and account management experience is a significant plus. This position will be an integral member of our real estate team with an opportunity for career growth. Hilco is based in Northbrook IL, but the candidate may telecommute, working independently from a home office and covering a national territory.

#### Job Responsibilities:

- **Lead Generation/Research** –Identify, pursue and foster new business opportunities
- **Property Underwriting/Valuation** –Gather market data and property valuation intelligence for properties in markets across the U.S.
- **Client Reporting** – Utilizing input from various sources, transform real-time property data into high-quality status reporting as required by our client engagements
- **Special Projects** – Various other research, business development and transaction-specific projects as assigned.

#### Qualifications:

- 3-5 years in commercial real estate industry is required; brokerage or auction experience a plus.
- Fundamental knowledge and enthusiasm necessary to sell commercial real estate in accelerated timeframes
- Technically proficient; fluency with Microsoft Office Suite (Excel a must), advanced internet skills and the ability to quickly comprehend and utilize market research tools and data sources. Overall strong background in the technology of real estate sales required
- Experience using various online real estate listing databases, including LoopNet and CoStar, is also a plus
- Experience with legal (sale) documentation
- Some experience with financial modeling and/or Argus is a plus
- Self-confidence with sales, negotiation, and closing ability
- Excellent written and verbal communication skills
- The ability to multi-task in a results-oriented environment. We work on many projects simultaneously with tight deadlines requiring quick turnarounds. Ideal candidate must be a self-starter and a quick study.

#### 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: lease restructuring/sales, debt management, acquisitions, and strategic advisory
- This is a commission position with a draw.

About the Company:

Hilco Real Estate helps clients 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. Hilco's real estate dispositions group has national coverage and monetizes all asset classes of real estate. For more information on our company and its real estate profile, visit [www.hilcorealestate.com](http://www.hilcorealestate.com). For information on our diversified parent company (also Northbrook based, but with global operations), visit [www.hilcoglobal.com](http://www.hilcoglobal.com).

**For consideration, send resume and salary history to:**

Hilco Real Estate, LLC

5 Revere Drive, Suite 320

Northbrook, IL 60062

email: [jobs@hilcorealestate.com](mailto:jobs@hilcorealestate.com)

*No phone inquiries, please.*