Zucker Investment Group (ZIG) is searching for the next teammate to add value to the organization, while allowing the candidate to learn, grow & develop their career in commercial real estate. Making money and having fun along the way will be bi-products of these efforts.

**Role:** Acquisitions Associate

In order to fit the ZIG Culture, the ideal candidate:

- Holds themselves accountable and desires to consistently hit their goals

- Asks a lot of questions and is coachable – they are motivated to learn and improve their skill set

- Communicates clearly with teammates and external vendors

- Is creative when solving problems

- Possess grit - they aren’t afraid to hear “no”

- Desires to own commercial real estate

- Take their work extremely seriously…but not themselves

**About the Role**:

The objective for this role is to procure opportunities for ZIG to purchase value-add, retail properties across the eastern half of the United States via:

- Prospecting potential sellers via cold calls, meetings, etc. – Candidates should anticipate making 400+ cold calls per week to prospective sellers by utilizing ZIG resources and at least 15 broker calls as well.

- Developing and maintaining brokerage & tenant relationships – Candidates should anticipate networking on a consistent basis through meals, meet ups and conferences

- Financial Modeling – Candidates should anticipate having to learn how to financially model a prospective acquisition in a basic way (if you haven’t done this, don’t sweat it- this is something we can teach you)

- Leveraging Resources & Training:

o Initial Training- the teammate will go through training with the partners to learn how to effectively procure opportunities to purchase properties that fit our criteria

o Ongoing Training- the candidate will continue to work with the partners to improve their skills while also learning the additional steps to acquiring properties (conducting due diligence, obtaining equity & debt, executing the business plan post-close)

o ZIG provides industry leading resources to accomplish best practices or operational efficiencies to provide this position the ability to focus on lead generation

**Compensation:** Base salary + commission

About ZIG:

ZIG is a boutique, commercial real estate company that focuses on investing in ‘value-add’ retail properties across the eastern half of the United States. The company was founded in 2018 with an obsession of creating win-win solutions for anybody we work with. To date, we have purchased assets in twelve states by having the entrepreneurial spirit of a startup but having the backing and resources of a larger organization.