



Accelerate your **success**.

## Sales Associate

Apply

📍 Winnipeg, Manitoba, Canada

🕒 Posted 10 Days Ago

📄 JR14342

### Make your next move an expert one.

At Colliers it's not our success that sets us apart, it's how we achieve it. Our people are passionate, take ownership and always do what's right for our clients, people and communities.

### Why Colliers?

Our enterprising environment needs your expertise to facilitate Colliers' continued growth as an industry leader. Our nimble, decentralized culture can provide you with a wealth of opportunities to learn about our business and quickly gain experience to accelerate your career.

***\*\*This position is an onsite role based out of our Winnipeg Office\*\****

### About you

If you are a driven, collaborative, hard-working individual and you are passionate about commercial real estate, then this role is for you! As a Sales Associate, you will have the opportunity to be mentored directly by a senior industry professional. You will collaborate on daily operations, expanding your knowledge in all aspects of commercial leasing, marketing, and sales – not to mention developing a unique combination of finance and research skills. Opportunities for long-term growth are possible and encouraged. Ultimately, you bring a passion for real estate, strong work ethic, desire to succeed, and demonstrate an ability to work independently as well as part of a collaborative team.

### In this role, you will...

- Learn how to conduct business development activities by cold calling, identifying contacts and leads, and assisting with deals.

- Learn how to conduct market information research using a variety of tools.
- Lead on-site tours of properties for clients and prospects.
- Bring a great attitude toward learning the business and local marketplace. Attend local business and industry events, network, and participate in client meetings.
- Go through training to learn the “Colliers Way” of doing business.
- Maintain records of correspondence within CRM+, our national database.
- Learn how to execute and assist with deal transactions, including listing/commission agreements, leases, offers and sales agreements.

### What you'll bring

- 1+ years of relevant sales experience (both via phone and in-person canvassing), quality internship experience is considered.
- Real Estate Trading license is required (or in process of obtaining/close to completion).
- Highly motivated, bringing a high level of energy and initiative to everything you do.
- Sound judgement and the ability to navigate complex business relationships while maintaining a high level of professionalism and maturity.
- Excellent organizational, time management, interpersonal quantitative, writing and communication skills.
- Can build rapport and credibility quickly with people at all levels
- Desire to advance in the commercial real estate industry. Experience in the sector or a related industry is considered a strong asset.
- Prior experience using CRM programs.
- Proficient in Microsoft Office applications (MS Word, Excel, PowerPoint and Outlook)

#LI-JD1

#LI-Onsite

**Make your next move an expert one and *join us* as we lead the industry into the future.**

Applicants must be currently authorized to work in Canada on a full-time basis. The employer will not sponsor applicants for work visas.

Direct applicants only please, no agencies.

Colliers is an equal opportunity employer and values diversity in its workforce. Colliers encourages applications from all qualified individuals and will accommodate applicants' disability-related needs, up to the point of undue hardship, throughout all stages of the recruitment and selection process. If you require a disability-related accommodation in order to participate in the recruitment process, please contact the recruitment team by email at [careers@colliers.com](mailto:careers@colliers.com).

**About Us**