

JOB TITLE: Institutional Salesperson

LOCATION: Dallas

POSITION SUMMARY:

The Institutional Salesperson will work closely with the firm's Newport Beach based research team in order to convey up-to-date information on the commercial real estate market and specific real estate securities to clients. Clients are major investors in REIT securities which include investment advisors, real estate mutual funds and hedge funds. Most institutional investors owning a significant level of REIT securities use research from Green Street Advisors. Clients regard the firm's insightful and independent research products as critical tools in their investment decision making process. The Institutional Salesperson will report directly to the head of Institutional Sales, who is also based in Dallas.

DUTIES AND RESPONSIBILITIES:

- Ongoing review of research published by the firm to remain current on macro and micro economic trends, market and property studies, and recommendations on specific securities.
- Maintain thorough understanding of firm's thoughts and views on REIT valuations.
- Participation in daily conference calls with the research team to discuss market trends and new research, to remain current on developments in the industry and to share information about client trends.
- Manager assigned client relationships with objectives of providing great services, developing strong personal interactions, and growing accounts.
- Daily calls with clients to share research ideas.
- Periodic personal visits with clients.
- Attendance at industry events to represent the firm.

REQUIRED QUALIFICATIONS:

- 4 year Bachelor's degree required; MBA (finance concentration) or CFA a significant plus.
- Previous work experience in institutional sales.
- 3-5 years minimum of relevant job experience.
- 2 years minimum of selling investment related products with a verifiable successful track record.
- Strong financial and analytical skills with the ability to understand and convey complex research ideas.
- Extroverted, self confident sales-driven personality.
- Excellent communication skills, both verbal and written.
- Outstanding interpersonal skills with the ability to interact effectively with clients and to liaison with other members of the research, sales and trading team.
- Ability to focus and work effectively in a public, active and often noisy environment (trading desk).
- Comfort level with entertaining institutional clients (breakfasts, dinners, social events, etc.)
- Goal oriented self starter who works well independently and needs little direction.
- Strong administrative/organizational skills.
- Willingness to travel 5-8 days per month.
- Must have or be able to obtain Series 7, 66 (or 63), 55 licenses within 90 days of employment.

Please list "Institutional Salesperson" in the subject line of the email. Please do not contact our employees directly.