

## **DEALMAKER**

**Company:** RETAIL RESOURCE GROUP, LLC (“RRG”)

**Location:** Headquartered in Austin, TX, Candidate can work remotely

**COMPANY OVERVIEW:** RRG exclusively focuses on the retail and restaurant industry, providing a full service outsource real estate solution for our clients. Our broad-based experience uniquely qualifies us to focus on critical issues that motivate both tenants and landlords. RRG has a proven track record of successful negotiations that achieve real dollar savings, create value, and mitigate leasehold exposure for our clients.

**POSITION OVERVIEW:** RRG is searching for Dealmakers at all levels (Associate, Director & VP) to join their team, working specifically on existing retail and restaurant accounts.

### **CORE DUTIES:**

- Negotiates rent reductions, options, capital contributions renewals and terminations for retail and restaurant clients.
- Develops a logical, well thought out business cases for each location, incorporating the material provided by the Support Associate.
- Understands the current market environment and incorporates latest data into negotiations.
- Scrutinizes all clauses of a client’s lease, noting the vital sections that become relevant in the negotiation.
- Communicates clearly and effectively with clients, landlords and other representatives.
- Ability to analyze and determine market rent within a trade area.
- Works in conjunction with the Account Managers for weekly client reporting.
- Opportunity to lead as an Account Manager on select client accounts.
- Opportunity to bring in new business into the Company and collect a fee for Marketing/Business Development.

### **PREFERRED EXPERIENCE AND SKILLS:**

- 10+ years of experience in the retail real estate industry either working directly for a tenant or on the landlord/developer side.
- Proven track record of success in the retail industry as either a Director, Executive level or higher.
- Has previously led real estate programs for national tenants.
- Ability to work in a fast pace and independent environment.
- Strong verbal and written communication skills.
- Ability to think quickly and react in a professional and logical way.
- Attention to detail is especially needed.
- Highly organized, motivated and energetic with strong interpersonal skills.
- Ability to manage time and resources and juggle 80-100 files at once effectively.
- Affinity for the retail real estate industry is a must.

### **ADDITIONAL REQUIREMENTS:**

- Must be 21 years of age or older to apply.
- Must comply with all legal or company regulations for working in the industry

Applications can be submitted to James Stachelek at [james@retailregroup.com](mailto:james@retailregroup.com) .

[WWW.RETAILREGROUP.COM](http://WWW.RETAILREGROUP.COM)