



Centric Partners, a Southern California based commercial real estate firm, was established in order to give tenants more leverage in their commercial real estate lease and purchase transactions. We believe businesses and tenants should receive unbiased advice, up-to-the-minute market information and aggressive representation in negotiations.

It is our steadfast policy to never represent landlords or developers. This eliminates any conflict that can result from trying to represent the interests of both sides. It also ensures that our loyalties lie solely with you (our client). This approach, combined with our extensive experience, proven expertise and dedication to client service, sets us apart from other brokerages.

THE POSITION

At Centric Partners, while the primary responsibility is generating new business, our Associates are also involved at the CEO/CFO level developing strategies to diagnose and solve business problems. Additional responsibilities expand to include preparing market surveys, conducting research on companies, and communicating with existing clients. With our substantial growth over the past few years, Associates are expected to assume unusually significant levels of responsibility requiring a high degree of maturity, self confidence, and analytical ability. The work is exciting and particularly challenging, especially during the first year; however earning potential for successful candidates is well into the six-figure range.

SUCCESSFUL PROFILE

Our firm seeks candidates with the ability to work hard in a fast-paced, autonomous environment, and who thrive on competition through high-level prospecting activity. Associates come from a wide variety of backgrounds; however individuals with successful stock brokerage, life insurance and/or outside sales experience have done especially well in our business. We will also consider exceptional recent college graduates with a background showing leadership and social networking ability such as involvement in a fraternity/sorority, or leadership through athletics. Candidates do not need a real estate license before interviewing however a real estate salesperson license will ultimately be required. The firm will only hire those applicants who, in our opinion, have the ability to earn a six-figure income by their second or third year in the business.

OUR PROCESS APPLYING AS AN ASSOCIATE

At the Associate level, our first interview is designed to help us get to know you and determine your fit with our firm. It's also an opportunity for you to ask questions about us. The interview is held in our local office with a member of the management team. Whether you're interested in taking a current career in real estate to the next level or in exploring the possibility of real estate as a whole new occupation, we are interested in a response from you.

OUR REAL ESTATE TRAINING PROGRAM

All Associates participate in our development program that includes service and product knowledge seminars, negotiating and prospecting skill development, real estate transaction process training and self-guided tutorials on other topics. Our Associates are also assigned to a senior mentor who is ultimately responsible for teaching all aspects of the business and ensuring success.