



## REAL ESTATE MARKET ANALYST

### About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value by putting ideas into action for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 48,000 employees in approximately 400 offices and 70 countries. In 2017, the firm had revenue of \$6.9 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter

**Cushman & Wakefield's Brokerage Team** is currently seeking a Market Analyst, based in our Vancouver office. The successful candidate will focus on providing our brokers and Management Team a broad range of range of strategic and professional marketing services, tools and support, with the goal of increasing both the number of mandates secured and successful deal closures. Quickly developing a thorough understanding of our business and working collaboratively with sales representatives and others will be critical to the candidate's success in this role.

The primary responsibility of this role is to provide support to the sales professionals, including

### RESPONSIBILITIES

- Support Management Team, Due Diligence Team and brokers with the coordination and development of local marketing and business development initiatives;
- Writing, editing and coordinating various business development and marketing initiatives including proposal, presentation, RFP and report documents.
- Provide research (maps, images, market information, case studies) in support of assembling proposals and presentations;
- Review and provide editing support to ensure the best and appropriate responses are provided, are clear and concise, that the content, tone and design are consistent and in-line with corporate proposal and pitch templates;
- Assist in the maintenance of a library of relevant material & supplies, updating templates and communicate the location and benefits of such resources internally.

### SKILLS

- Leadership – an individual with a positive attitude who leads by example;
- Exceptional People Skills – a proven ability to build and maintain relationships at all levels of the organization and with current and prospective clients;
- Commitment – Ability to set clear and deliverable goals;
- Accountability - Possesses resilience, passion and a commitment to deliver and be accountable for results;

- Flexibility – the ability to prioritize and work on several projects at once;
- Professional – an individual who understands the needs of our clients and puts that priority ahead of everything else;
- Communications – a strong ability to communicate through excellent verbal and written skill.

## **QUALIFICATIONS**

- Post-secondary degree or diploma, or related experience required (such as Urban Land Economics, or related real estate experience)
- Advanced computer proficiency (Microsoft Office, particularly Powerpoint)
- Strong written, oral and interpersonal communication skills
- Well developed organizational and time management skills
- Must be able to prioritize and balance multiple responsibilities
- Comfortable working in a deadline-driven environment
- Ability to successfully manage information flow between various subject matter experts to complete complex client responses (RFPs, RFIs, Pitches and Presentations)
- Able to apply good judgment in handling of sensitive documentation

STATUS – Permanent full-time position

CLOSING DATE – November 30<sup>th</sup>, 2018

HOW TO APPLY – Email [cathy.furnival@ca.cushwake.com](mailto:cathy.furnival@ca.cushwake.com)

**Only applicants chosen for an interview will be contacted.**