



## **Acquisitions Associate**

Agree Realty is seeking an ambitious and goal-oriented individual to join our Acquisitions Team. The Acquisitions Associate will actively source acquisition opportunities that fit within Agree Realty's investment criteria by managing a large network of real estate contacts nationally.

This is a rare opportunity for a high-caliber individual to join an industry-leading, publicly traded real estate investment trust (REIT) with a national portfolio and proven track record of success. The Acquisitions Team leads Agree Realty's ambitious goals for growth, providing significant exposure to senior management. The Acquisitions Team interfaces with the Finance, Development and Asset Management Departments, providing a broad spectrum of real estate experiences and education.

Prospective candidates must be self-motivated, results-driven, and have a high level of interpersonal skills.

## **What you will do:**

- Use calling efforts to create new and maintain existing relationships with investment sales brokers, developers, owners, and leasing brokers
- Lead generation and business development to promote the Agree Realty's acquisition criteria and originate opportunities
- Maintain up-to-date knowledge of retail industry and trends: seek to learn latest information on the retail industry through trade journals, attending industry conventions and personal contacts
- Analyze acquisition opportunities in terms of:
  - Risk-adjusted returns
  - Tenant credit profile
  - Portfolio management implications
  - Retail real estate fundamentals
  - Residual value
- Market research
- Read, interpret, and negotiate purchase and sale agreements and leases
- Write reports, business correspondences, and presentation packages
- Present information to other departments, Leadership Team, Investment Committee, and prospective sellers

## **Who you are:**

- Minimum of two years commercial real estate experience, preferably within the retail sector
- Strong communication and networking skills
- Entrepreneurial and resourceful mindset
- Ability to work at a fast pace, multi-task and meet timely sales target
- Superior organizational skills to efficiently manage multiple projects
- Knowledge of the retail industry and basic understanding of retailers' credit profiles
- Proficient in Microsoft Excel & Word

## **Why Agree Realty?**

Agree Realty Corporation (NYSE: ADC) is a high-growth Real Estate Investment Trust based in Bloomfield Hills, MI. We are primarily engaged in the acquisition and development of properties net leased to industry-leading retail tenants. We currently own and operate a portfolio of over 700



properties, located in 46 states and containing approximately 11.8 million square feet of gross leasable space.

We offer our team members generous compensation and benefits packages that include:

- 100% company-paid health insurance
- Retirement plan
- Health club membership reimbursement program
- 3 company-provided lunches per week

Our team feels at home working in our award-winning modern office environment furnished with a generously stocked state-of-the-art café, outdoor patio, and open-area collaboration workspaces. Ongoing professional development and technology training opportunities are offered to help all team members advance their careers.

**To apply, please visit: <https://airtable.com/shrpTURDDlwDDeDEU>**

For additional information about our company, please visit: <https://agreerealty.com/>

*Agree Realty Corporation is an equal opportunity employer and does not discriminate on the basis of race, color, gender, religion, age, sexual orientation, national or ethnic origin, disability, marital status, veteran status, or any other occupationally irrelevant criteria.*