

## Trainee Real Estate Counsellor

Turner Drake & Partners Ltd.



### This is One Cool Career!

Yesterday you helicoptered into a remote island: today you will struggle to maintain your footing on a meat packing plant's killing floor; tomorrow you will dodge containers at the port. If you are a recent Commerce graduate and want a professional career with variety ... this is it!

Your Commerce degree (marketing, finance, or accounting major) can unlock the door to a career that most have never heard of ... but once discovered find exciting, challenging, satisfying, fulfilling, remunerative, where you will be limited only by your own ambition. This is not a sales position. It does require a broad skill set (critical thinking, strong literary skills, somebody who is comfortable with people of all social classes, financial analysis, negotiation, court work, etc.) and further study for the University of British Columbia's real estate degree by distance learning. From our offices in Halifax your work will take you throughout Atlantic Canada and offer a good balance between office and field work. The work environment is friendly, supportive and (usually) good fun. Our computer resources are state of the art. Check our web sites [www.turnerdrake.com](http://www.turnerdrake.com), [www.turnerdrake.net](http://www.turnerdrake.net), [www.turnerdrake.ca](http://www.turnerdrake.ca), [www.turnerdrake.org](http://www.turnerdrake.org) for a more detailed look at us.

### Skills and Qualifications

You will have a recent undergraduate degree in commerce (marketing, finance or accounting), with above average grades. You will be well grounded: this is not just a number crunching job, it is important that you can see the forest as well as being able to count the trees. You will be interested in a career rather than just a job, something which will get you up in the morning with a spring in your step. You will want to work with colleagues who share your enthusiasm. You will enjoy variety and merit the respect of your peers. You will value working in a team environment, have an eye for detail, be thorough, trustworthy, reliable and will benefit from the opinions of your colleagues. You will have an enquiring mind and a sense of humour.

### Training

We have a choreographed training program which blends study from the University of British Columbia's real estate degree, our own in house training modules, and on the job training under the guidance of a mentor. We will give you responsibility to take jobs from start to finish within the first two months of you joining us and will carefully increase that responsibility as you gain knowledge and experience. We will cycle you through our Lasercad® Space Measurement, Economic Intelligence, Valuation, Property Tax and Counselling Divisions so that you can benefit from a broad exposure to real estate counselling.

### The Sexy Stuff:

We asked the younger members of our professional staff what they enjoyed most about their careers with us. This is what they said:

*"One of the benefits that I saw in working here when I was first starting out was the opportunity to be mentored by some of the most highly-educated and well-respected individuals in the industry (all of whom ultimately proved most generous in sharing their time and expertise).*

*I also saw real estate consultancy to be a unique application of the skills I'd acquired at Dal – it combined them in a way that other disciplines I'd considered (i.e. chartered accountancy and law) did not."*

*“The ability to work independently and take a project from start to finish. I really enjoy the fact that I may be analysing the cash flows from an office building one day and inspecting a shipyard next.”*

*“I think a main benefit of working here is that you are able to learn a new field through on the job experience and the knowledge of senior staff and through education, the UBC courses. It is an opportunity to continue your education with a company that is willing to invest in you while gaining experience in a competitive field.”*

- “ • *Working out of the office. Being able to get out of the office and work on site jobs is a bonus.*
  - *Continuous education.*
  - *The mentor program, having someone that can answer all of those little questions that usually cause discomfort to a new employee is a big relief.*
  - *Own office space. Not being in a bull pen set-up is great, because you have privacy.*
  - *Social events with the company.*
  - *In depth work experience, opposed to just being basically an assistant for someone else. You are doing real work with real deadlines.”*
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- “ • *Good mixture of in-office and field-work.*
  - *Opportunity to see the inside workings of factories and facilities that no one else gets to see.*
  - *Opportunity for traveling through Atlantic Canada.*
  - *Quick and steady salary jumps (they worked out to be about \$5,000/year in each of the first 5 years).*
  - *Wide variety of property types (hangars/dairies/pulp and paper mills/pawn shops/residential/container terminals/etc.)*
  - *Wide variety of skill sets (financial analysis, critical thinking, negotiation, court work, etc.)*
  - *Working in a medium sized firm (you’re not just another person in the firm that most people don’t know).*
  - *TDP has a strong reputation.”*

## **Compensation**

This is a salaried position with a benefits and pension package.

## **Application:**

Submit your CV (together with a copy of your University Transcript) together with a letter ( $\geq$  500 words) explaining why you believe you are suited for this position to:

**Mark Turner, BCOMM, DULE, BBRE, MRICS, MAI, AACI**  
**Turner Drake & Partners Ltd.**  
**Real Estate Counsellors**  
**6182 North Street**  
**Halifax NS B3K 1P5**  
**email: [markturner@turnerdrake.com](mailto:markturner@turnerdrake.com)**

## **Closing Date**

Applicants will be interviewed as they apply. An “official” version of your University Transcript is not required at this stage ... a copy will suffice.

The position will be closed when the post is filled.