

# **PYRAMID MANAGEMENT GROUP, LLC**

## **SPECIALTY LEASING REPRESENTATIVE**

Pyramid Management Group, LLC, headquartered in Syracuse, NY, is the largest privately held developer, owner and manager of retail shopping centers in the Northeast. We are an entrepreneurial, forward thinking organization and a top tier company in our field. We are currently accepting applications for the position of Specialty Leasing Representative for locations throughout our portfolio.

### **DUTIES & RESPONSIBILITIES:**

- Prospecting new retailers from competing malls through active and persuasive communication, including cold-calling and weekly travel
- Negotiating competitive licensing deals to provide shopping centers with a diverse mix of product lines
- Managing tenant operational items such as merchandising and visual presentation in order to maintain strict performance standards of centers and their managers
- Understanding and enforcing all clauses and conditions of tenant licensing agreements
- Analyzing revenue, sales, budget, marketing, and deal reports, as well as keeping accurate and updated business records
- Coordinating information closely with retail leasing representatives, regional leasing directors, mall managers, and other specialty leasing representatives across the company portfolio

### **QUALIFICATIONS:**

- Excellent written, organizational, and oral communication skills
- An enthusiastic and driven personality
- Previous sales experience is encouraged, not required

### **EDUCATION REQUIRED:**

A Bachelor's Degree in Business Administration, Marketing, or Communications or equivalent education or experience

The position offers a competitive salary, incentives and uncapped commissions. We also offer an excellent benefits package including paid health coverage, RX program, group term life insurance, short term and long term disability coverage, 401(k) program, paid vacation/sick time/ holidays, and an educational assistance program.

If you are looking to begin a career in the shopping center development industry and meet the above requirements, please email your resume and cover letter to:

Email: [michaelpatounas@pyramidmg.com](mailto:michaelpatounas@pyramidmg.com)

**CREATE EXPERIENCES WITH US!**  
**FOR MORE INFORMATION VISIT [WWW.PYRAMIDMG.COM](http://WWW.PYRAMIDMG.COM)**