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| POSITION DESCRIPTION | | AGENCY/DEPT ID DAS105000 |
| DIVISION OR INSTITUTION General Services Division | UNIT OR OFFICE Office of Real Estate & Planning | COUNTY OF EMPLOYMENT Franklin |

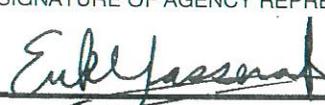
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|---|--|---|--|
| POSITION NUMBER 20005696 | <input type="checkbox"/> Reclassification <input type="checkbox"/> New Position <input checked="" type="checkbox"/> Update | | Position Hyperlinked to <input type="checkbox"/> |
| | | | Agency Organizational Tree |
| | USUAL WORKING TITLE OF POSITION Commercial Real Estate Specialist | | POSITION NO. AND TITLE OF IMMEDIATE SUPERVISOR 20005706 Real Estate Specialist Supervisor |
| | <input checked="" type="checkbox"/> Permanent <input type="checkbox"/> Temporary <input type="checkbox"/> Intermittent | <input checked="" type="checkbox"/> Classified <input type="checkbox"/> Unclassified <input type="checkbox"/> Essential | Overtime: <input checked="" type="checkbox"/> Eligible <input type="checkbox"/> Exempt |
| NORMAL WORKING HOURS (Explain unusual or rotating shift): FROM: 8:00 a.m. TO: 5:00 p.m. Report in location subject to change | | If FLSA Exempt, exemption type: Page 1 of 2 | |

| JOB DESCRIPTION AND WORKER CHARACTERISTICS | | |
|--|---|---|
| % | Job Duties in Order of Importance | Knowledge, Skills & Abilities |
| 80 | <p>Performs multi-level real estate services on behalf of state agencies, boards, commissions, colleges & universities as required (e.g., leasing of commercial office, warehouse or other types of space; land leasing; commercial property acquisitions & sales; oil & gas leasing on state land; granting of easements; permits & licenses for state land use; reviewing appraisals); communicates & corresponds with appropriate parties to establish terms & conditions of leases, easements, permits, licenses, acquisitions & sales covering state owned property & commercially leased property; locates suitable state owned or commercial space for use by state agencies; identifies & selects site; conducts real estate market analysis; negotiates lease terms & provisions with property owners, developers, utility companies, cities, counties, other governmental agencies, not-for-profit entities & others; prepares real estate documents & any necessary financial analysis; provides assistance for controlling board meetings; oversees lease compliance; acquires property for state use or disposes of state property; selects site, conducts real estate market analysis; negotiates acquisition or disposal terms & provisions with property owner, developers, utility companies, cities, counties, other governmental agencies, not-for-profit entities & others; prepares real estate documents (e.g., legislative act, sales packages, financial analysis); coordinates appraisal & other assessments or reviews; performs closing & post-closing activities; leases state owned property or grant easements, licenses or permits on state land; negotiates lease terms & provisions with property owners, developers, utility companies, cities, counties, other governmental agencies, not-for-profit entities & others; prepares real estate documents & any necessary financial analysis, appraisal & other assessment coordination & review.</p> | <p>Knowledge of (1) real estate drawings (e.g., plat/tax maps, blueprints); (2) commercial real estate (e.g., leasing sales, property management, acquisition, appraisal/title review); (3) human relations; (4) real estate practices, procedures & law; (5) agencies' policies & procedures*; (6) government structure & process*; (7) business administration (e.g., structure of organizations). Skill in (8) use of personal computer & calculator (e.g., MS Word, Excel, Outlook); (9) mathematical calculations (e.g., fractions, decimals, percentages). Ability to (10) define problems, collect data, establish facts & draw valid conclusions; (11) maintain accurate records; (12) originate real estate documents & correspondence to complete transactions; (13) prepare meaningful, concise & accurate reports; (14) proof-read technical material, recognize errors & make corrections; (15) handle routine & sensitive telephone inquiries from officials & general public; (16) cooperate with coworkers on group projects; (17) prioritize projects, multi-task & manage time; (18) initiate projects without direct supervision.</p> <p>*developed after employment</p> |

Apd 7-27-16 (ce)

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|-------------------|--|--|---------|
| JOB CODE 84592 | List Position Numbers & Job Titles of Positions Directly Supervised: | SIGNATURE OF AGENCY REPRESENTATIVE | DATE |
| | |  | 7/27/16 |

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| | USUAL WORKING TITLE OF POSITION Commercial Real Estate Specialist | | POSITION NO. AND TITLE OF IMMEDIATE SUPERVISOR 20005706 Real Estate Specialist Supervisor | |
| | <input checked="" type="checkbox"/> Permanent <input type="checkbox"/> Temporary <input type="checkbox"/> Intermittent | <input checked="" type="checkbox"/> Classified <input type="checkbox"/> Unclassified <input type="checkbox"/> Essential | Overtime: <input checked="" type="checkbox"/> Eligible <input type="checkbox"/> Exempt If FLSA Exempt, exemption type: | Bargaining Unit 14 Page 2 of 2 |
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| JOB DESCRIPTION AND WORKER CHARACTERISTICS | | | | |
| % | Job Duties in Order of Importance | | Knowledge, Skills & Abilities | |
| 20 | Serves as liaison with state agencies, boards, commissions, colleges & universities to advise on real estate practices & procedures: reviews & responds to informational inquiries & complaints; produces real estate documents (e.g., advertisements, charts, spreadsheets) to effect real estate transactions; maintains organized, accurate records & files relating to real estate activity & transaction; remains current in assigned areas of responsibility; attends seminars, workshops, continuing education coursework; takes part in discussions; reads relevant publications; performs other duties as assigned. | | Knowledge of 2, 3, 4 Skill in 8 Ability to 10, 11, 14, 15, 17 <u>Position Specific Minimum Qualifications:</u> 24 mos. exp. or trg. in commercial real estate activity to include one of the following disciplines: commercial, retail, office or warehouse leasing; commercial, retail, office or warehouse property management; commercial real estate land or property acquisitions & dispositions. | |
| JOB CODE TITLE Real Estate Specialist | | | developed after employment | |
| JOB CODE 84592 | List Position Numbers & Job Titles of Positions Directly Supervised: | | SIGNATURE OF AGENCY REPRESENTATIVE  | |
| | | | DATE 7/27/16 | |

Appl 7.27.16 (cc)