

<b>POSITION DESCRIPTION</b>		AGENCY/DEPT ID DAS106255
DIVISION OR INSTITUTION General Services Division	UNIT OR OFFICE Office of Real Estate & Planning	COUNTY OF EMPLOYMENT Franklin

POSITION NUMBER 20005697	<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 If FLSA Exempt, exemption type:
NORMAL WORKING HOURS (Explain unusual or rotating shift): FROM: 8:00 a.m.    TO: 5:00 p.m.    Report in location subject to change			

**JOB DESCRIPTION AND WORKER CHARACTERISTICS**

%	Job Duties in Order of Importance	Knowledge, Skills & Abilities
80	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.	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.

\*developed after employment

JOB CODE 84592	List Position Numbers & Job Titles of Positions Directly Supervised:	SIGNATURE OF AGENCY REPRESENTATIVE	DATE

apd 2-20-09 cl

