

Career Opportunity

Business Sales Advisor/ Business Broker The Company VR Business Brokers is a worldwide leader in Business Brokerage and Mergers & Acquisitions field. We assist business owners of privately held companies to sell their business to aspiring entrepreneurs and investors. We specialize in the sale of small and mid-size companies from main street concerns to larger distribution, technology, manufacturing, medical, and service industries. Since 1979, VR has facilitated the sale of more than 65,000 businesses. We have the distinction of selling more businesses in North America than anyone. VR has more than 80 offices in North America, South America and Europe. We are expanding rapidly to extend its leadership position and now have few openings in our Nashville office in Tennessee. The Opportunity Business Brokerage is a rewarding and exciting field where professionalism, knowledge, and creativity are keys to success. Currently there are over 17 million privately held businesses in America. Approximately 20% of these businesses are for sale at any one time as their owners face retirement, poor health, divorce, or simple burnout. With an entire generation of baby boomers poised to retire and sell their businesses, more businesses will be for sale in the upcoming years than at any time in the nation's history. The demand for the services of business brokers is about to explode. At VR you can build a career that offers you strong financial rewards coupled with the satisfaction of helping sellers and buyers of businesses meet their goals. Many VR Business Brokers make between \$100,000 to \$500,000 per year in assisting and guiding business owners to successfully sell their business. The Challenge Every great opportunity comes with a challenge. Business Brokerage is not for everyone. This is a Commission only position. Due to the length of the sales cycle (normally 4 to 12 months), a Broker should be financially prepared for a period of time before the first commission is earned. For highly qualified and experienced applicants we may offer a draw against commission plan. The Job Description As a Business Broker you will be involved with many facets of business sales transaction. The main responsibilities are:

- Developing and securing new "business for sale" listings through networking, direct marketing and calling on business owners using a consultative selling approach and following VR's proven method.
- Business evaluation and preparation of a Marketing Package for your listings
- Qualifying, developing and coaching new business Buyers
- Transaction management; working with sellers, buyers, accountants, attorneys, landlords and all related parties for smooth and successful completion of the transaction.

The Ideal Candidate While no previous business brokerage experience is necessary, an ideal candidate should possess several of the following qualifications:

- Direct Sales and Marketing experience
- MBA or prior business ownership experience
- Highly organized and able to multi-task
- Strong verbal and written communication skill
- Strong work ethic
- Highest level of integrity and character
- Desire for financial success

The Benefits of joining VR Team

- Comprehensive training and opportunity to utilize VR's proven marketing techniques and processes
- Enjoy the freedom of no ceiling income with straight commission plan
- Working with a Team of highly skilled professionals and Certified Business Intermediaries(CBI)
- Professional working environment and state of the art support infrastructure

Please send your resume and

earning history to: Bren Letson

VR Business Brokers, Nashville

1 Vantage Way, Suite E-250

Nashville, TN 37229

Phone: 615-292-0636

Fax: 615-292-0636

Contact Us