



GSE Hospitality – Commercial Leasing Agent Job Description

About GSE Hospitality Property

GSE Hospitality Property is a specialist leasing, sales and consulting firm dedicated to transforming how hospitality properties are bought, leased, and sold. We provide consulting, leasing and full brokerage services, working closely with a select number of hospitality property owners to help them achieve their goals. Our team is composed of experienced hospitality and sales professionals who are passionate about driving client success and building long-term industry relationships.

Position Overview

As a Commercial Leasing & Sales Agent at GSE Hospitality Property, you will play a pivotal role in connecting hospitality property owners with the right tenants, facilitating commercial lease transactions, and advising clients throughout the leasing process. The role will also include Commercial Sales and will allow you to leverage your industry expertise to deliver outstanding service, negotiate favourable terms, and help both landlords and tenants achieve their business objectives.

Key Responsibilities

- Conduct initial appraisals, including reviewing leases and key business assets.
- Advise clients on market value, lease terms, and areas for improvement to maximise market readiness.
- Develop and implement marketing strategies to attract qualified tenants and buyers for hospitality properties.
- Proactively prospect new clients, build your professional network, and maintain a robust database of leads.
- List commercial hospitality properties for lease and sale, prepare and distribute marketing materials, and manage property listings.
- Qualify tenant inquiries, arrange and conduct property inspections, and present properties to prospective tenants and buyers.
- Negotiate lease agreements and terms on behalf of clients, ensuring favourable outcomes and compliance with relevant regulations.
- Liaise with solicitors and other stakeholders to finalise lease contracts and ensure smooth transaction processes.
- Provide ongoing support and communication to clients throughout the leasing process, tenancy and sale.
- Maintain up-to-date knowledge of the hospitality property market, trends, and legislation.
- Deliver leasing, brokerage, coaching and consulting services to clients as needed, supporting their property lease, business sale, property sale, growth and operational success.

Skills and Qualifications

- Proven experience in commercial real estate and sales environments.
- Current, full Real Estate Licence.
- Strong knowledge of commercial leasing processes, property appraisal, commercial sales and market analysis.
- Excellent negotiation, sales and marketing skills.
- Outstanding interpersonal, communication, and relationship-building abilities.
- High level of organisation, time management, and problem-solving skills.
- Self-motivated, proactive, and resilient, with a results-driven approach.
- Ability to work both independently and as part of a collaborative team.
- Familiarity with hospitality business operations is highly regarded.

Benefits

- Flexible working arrangements (mix of office and remote work).
- Competitive remuneration: base salary plus commission and fee splits.
- Comprehensive training, mentorship, and ongoing professional development.
- Be part of a dynamic and supportive team committed to making a positive impact in the hospitality real estate industry.

Application Process

If you have a passion for commercial property and are ready to help shape the future of the industry, we invite you to apply to join GSE Hospitality Property. Email your resume and cover letter to the contact details on our Work With Us page.

This job description is intended as a guide to the role and may be subject to change in line with business needs.

