

## **Trainee Hospitality Consultant and Broker**

Come and join our team of hospitality professionals and help others to maximise the value of their business as they plan their exit. Use your industry and life experience to work with venue owners right from the thought of selling through to settlement.

We are a niche and dynamic business that specialises in working with a select number of hospitality business owners to help them plan an exit from their business. We work proactively with our clients to help them prepare their business for sale and, if required we will then execute the sale for them. Our services include consultancy, coaching, online training and brokerage.

This full-time role is NSW based and includes a mix of both North Sydney office and work from home options.

### **The Role and Responsibilities.**

As a GSE Consultant and Broker you will be responsible for working with your clients on the following:

- Conduct an initial appraisal and present the current market value of the business. This includes reviewing the lease and all financial information as well as looking into all other aspects of the business such as the team, location, IP etc.
- Highlight potential areas of improvement to increase profit, value and market readiness.
- Deliver coaching and consulting to help implement the improvements identified.
- Prepare all the documentation required to bring the business to market.
- Pro-actively prospect for new clients by building your own database and growing your professional network.
- List businesses for sale and proactively source potential buyers from your own network and the GSE database.
- Qualify buyer inquiries and send out business information.
- Book and attend inspections of your client's businesses.
- Seek offers and negotiate offers on behalf of your client.
- Instruct and work alongside solicitors to finalise the sale contract and terms of the deal.

Your training and development will be delivered by the directors of the business as well as external service providers and mentorship from GSE team members.

The GSE team are highly productive, results driven and fun to work with. A sense of humour and good attitude will be essential!

## **Salary and Benefits**

This role is a combination of base salary and a split of fees and commissions brought in by you. We work on a sliding scale which means that as you gain more experience you can progress quickly and earn more.

This role is measured and managed on your results, it allows you flexibility with your working location and hours.

In the early stages it will take a lot of work to build your network, reputation and database. Once these are built you will find that you can work shorter hours and earn significantly more.

## **Qualifications and Experience**

Full training will be provided, this will include becoming a fully licensed NSW Real Estate Agent and a registered Business Broker.

What we need from you:

- You have owned, operated and successfully sold at least one hospitality related business, desired but not essential.
- You can read and understand a P&L statement and other financial documents.
- You have a good understanding of sales and marketing.
- You have a passion for hospitality and for helping others.
- You have a good understanding of technology.
- You are process driven and goal focussed.
- You are a people person and can build rapport quickly.
- You can self-manage and are solution focussed.
- You are hardworking and motivated to get results for yourself and your clients.