



**Title:** External Wholesaler  
**Reporting Manager:** National Sales Director, Dividend Capital Securities (DCS)  
**Location:** Remote  
**Classification:** Exempt

### **Company Summary**

Dividend Capital is a fully-integrated real estate investment management company that focuses on creating institutional-quality real estate financial products for retail and institutional investors.

Dividend Capital's mission is to provide clients with a matrix of access points to the real estate asset class based on asset type, capital structure, risk and public versus private markets.

### **Position Summary**

Position will provide field sales coverage within a specified territory to various intermediary clients in the advisor marketplace, with an emphasis on independent broker-dealers. The position will represent DCS in this territory promoting our non-traded REIT(s) and any other products where DCS distribution capabilities are embedded.

### **Essential Job Duties**

- Develop new and build upon existing relationships within the territory. The strategy includes developing a firm/branch rotation, implementing business plans around focus firms and identifying business opportunities.
- Grow Dividend Capital's market share within the territory.
- Work in conjunction with the National Sales Director and existing internal and external wholesalers to develop a plan to generate greater sales, higher asset levels and improved client service.
- Thoroughly communicate and understand Dividend Capital's product philosophy, process, objectives and positioning.
- Strive to become a knowledgeable source of information and insights about the commercial real estate market and industry.
- Adhere to all compliance guidelines including use of pre-approved marketing materials, prospectus requirements and proper licensing.
- Fulfills in a timely manner required administrative/team responsibilities such as Salesforce CRM data, call reporting, expense reports, conference calls and meetings.
- Manage annual T&E budget.
- Conduct client seminars and events.
- At all times, conduct daily activities in the highest professional manner.

### **Required Knowledge, Skills & Abilities**

Position requires a Bachelor's Degree or its equivalent work experience. A minimum of 5 years real estate, mutual fund or variable annuity wholesaling experience required. FINRA Series 7 and 63 licenses required. Proven results and demonstrated sustainable achievement in a financial sales environment required. Ability to demonstrate industry and product knowledge by understanding the competition, the client and marketplace required. Excellent written and verbal communication skills with internal colleagues and external partners required. Demonstrated



ability to be articulate, very flexible, polished and comfortable in fast-paced environment required. Ability to travel up to 80% of the time is required.