



# MAKE YOUR MOVE!

CBRE Capital Markets  
Associate Program

# JOIN THE CAPITAL MARKETS ASSOCIATE PROGRAM

So, you've graduated and been in the workforce for the past couple of years. What's next? How can you accelerate your success in today's rapidly evolving market? How can you carve out a rewarding and lucrative professional future for yourself? How can you pursue more than just a job and a paycheck—and instead build a long-term, sustainable, rewarding career?

CBRE designed the Capital Markets Associate Program for professionals with 2-3 years of experience who are seeking to advance their career in commercial real estate. The Capital Markets Associate Program is a 12-month rigorous training and talent development program that will arm you with the market knowledge and transaction expertise needed to excel in the small- to mid-Capital Markets space (transactions \$25M and under), a key segment CBRE is looking to expand.

The Capital Markets Associate Program is an exciting opportunity to join the world leader in investment sales. Associates will be able to tap into our network of over 500 dedicated sales professionals located in over 50 markets across the U.S.

## WHY TAKE A JOB WHEN YOU CAN BUILD A CAREER?



*“The Capital Markets Associate Program laid down the groundwork for my success in this industry through its top tier training, networking opportunities, and mentorship. This program created a fulfilling career for me at the #1*

*Commercial Real Estate Company in the world, all while helping me reach my goals and succeed at a high level with more to come.”*

**Kevin Sin, Associate**



*“I joined the CBRE team over two years ago, with very little knowledge about brokerage or multifamily investment sales. The Capital Markets Associate Program gave me the tools I needed to build a business and a career. I have*

*seen more success in just two years at CBRE than I could have achieved in any of my previous roles. I love my clients and genuinely enjoy coming to work every day!”*

**Samantha Kupersmith, Associate**

## TRAINING & MENTORSHIP

With the Capital Markets Associate Program, the chance to accelerate your career is upon you. That's why we provide you with the proper tools and training to gain momentum and springboard your success.

- Self-guided online training modules cover topics like prospecting, building a database and financial analysis
- Monthly webinars hosted by Capital Markets leadership
- Role playing with a mentor to ensure you're prepared for what lies ahead
- Working as part of a powerful team alongside the industry's best, high-octane, specialized professionals



## TECHNOLOGY

CBRE's technology truly enables our professionals by revealing dynamic insights that lead to actionable strategies.

- Deal Flow—CBRE's proprietary listing and digital marketing platform with 1.1M+ registered investors—centralizes transaction management and provides a single platform to launch and track listings from start to finish, including listing interactions and reporting
- Connector, CBRE's custom Salesforce platform that integrates with Deal Flow, provides an unmatched suite of technologies to work smarter and achieve better client outcomes

## PLATFORM

Our extensive platform, unparalleled in the industry, ensures that you have the resources and information you need to succeed.

- In addition to Capital Markets, CBRE has six other mature business lines (Advisory & Transaction, Asset Services, Valuation & Advisory, Global Workplace Solutions, Development Services and Investment Management) providing access to specialty experts that help you solve complex real estate challenges
- Fully integrated resource teams (Marketing, Research, Financial Consulting) work directly with our sales professionals to deliver customized solutions, current market knowledge and more



# CBRE CAPITAL MARKETS

CBRE Capital Markets combines investment sales, advisory, financing and mortgage banking into a single, fully integrated global service offering. As the recognized worldwide leader in the real estate investment community, our clients have access to complete capital market solutions anywhere around the globe through our unparalleled offerings in:



The acquisition and disposition of income-producing properties and portfolios for third-party owners and corporate occupiers



Debt and equity placement for all property types



Advising on entity level mergers and acquisitions, capital raising, pre-IPO advisory and corporate level strategic valuations through CBRE Capital Advisors, a registered broker-dealer

---

**#1 firm for commercial property investment sales in the U.S. in 2020**

**\$67B in volume, 2,760 properties sold and 16.8% market share overall\***

---

\*Source Real Capital Analytics

A photograph of a modern glass skyscraper with a grid-like structure, reflecting the sky and other buildings. The image is used as a background for the testimonial text.

*“CBRE is riveted on delivering differentiated outcomes for our clients. Our people, the platform and resources that support them are the key elements in delivering extraordinary outcomes. We are pioneers and innovators who deliver world-class service with exceptional results for our clients. If being great is your ambition, CBRE will help you get there.”*

**Chris Ludeman**  
**Global President, Capital Markets**

# CBRE EMPLOYEE ADVANTAGE

---

Every day you are empowered and expected to be better. You have the freedom to make your own path. You always have a team behind you.

At CBRE, you are empowered to take your career where you want it to go. Enjoy workplace flexibility with tremendous scale—in an inclusive, collaborative environment with supportive teammates who inspire each other to aim for world class. You will be challenged to grow and be at your best every day.

---

## RISE WITH US

At all levels of the organization, we hold ourselves to the high standards of our RISE values:



### RESPECT

We act with consideration for others' ideas and share information openly to inspire trust and encourage collaboration



### INTEGRITY

No one individual, no one deal, no one client, is bigger than our commitment to our company and what we stand for



### SERVICE

We approach our clients' challenges with enthusiasm and diligence, building long-term relationships by connecting the right people, capital and opportunities



### EXCELLENCE

We focus relentlessly on creating winning outcomes for our clients, employee and shareholders

---

***APPLY TODAY!***

**[www.cbre.us/cm-associate](http://www.cbre.us/cm-associate)**

---

**CBRE**

Equal Opportunity and Affirmative Action Employer Women/Minorities/Persons with Disabilities/US Veterans