

Job Title: Senior Vice President, Brokerage & Development
Location: Fort Worth, TX
Company: Waypoint Real Estate Advisors, 2920 Alta Mere Dr, Fort Worth, TX 76116

Are you passionate about commercial real estate, driven by results, and eager to make an impact in a dynamic, fast-paced environment? Waypoint Real Estate Advisors is seeking a motivated **Senior Vice President, Brokerage & Development** to join our team in Fort Worth, TX.

About Us:

Waypoint Real Estate Advisors is a premier real estate advisory firm specializing in delivering strategic and tailored solutions for our clients in the state of Texas. With a focus on excellence, collaboration, and innovation, we thrive on building lasting relationships and creating value across all facets of real estate.

Job Description:

As a Senior Vice President for Brokerage & Development, you will play a key role in our senior team members and clients across a range of commercial real estate projects. You'll have the opportunity to work closely with experienced brokers, developers, and analysts while contributing to various aspects of the real estate transaction and development process. This position offers invaluable hands-on experience and the potential for rapid growth within a fast-paced, client-driven environment. Reporting directly to senior leadership, you will have the chance to grow professionally while contributing to meaningful projects across the commercial real estate spectrum. This role is designed for a proven commercial real estate professional with a strong transactional background, development exposure, and the ability to originate and execute complex assignments.

Key Responsibilities

Brokerage & Advisory

- Originate, structure, and execute commercial real estate transactions, including tenant representation, landlord representation, land brokerage, and investment sales, etc.
- Provide strategic advisory services to property owners, developers, investors, and corporate clients.
- Lead negotiations, financial analysis, underwriting, and deal structuring from initial engagement through closing.
- Build and maintain long-term client relationships with a focus on repeat business and referrals.

Development & Investment Advisory

- Advise clients on site selection, land planning, feasibility analysis, and development strategy.
- Assist in evaluating development opportunities, including zoning, entitlement strategy, market positioning, and financial viability.
- Collaborate with developers, municipalities, lenders, and consultants throughout the development process.
- Support capital placement, joint venture structuring, and disposition strategies where applicable.

Business Development & Market Leadership

- Actively source new business opportunities and expand Waypoint's presence in the DFW market.
- Represent the firm in the market through networking, industry events, and client presentations.
- Contribute to strategic planning, market intelligence, and the continued growth of Waypoint's brokerage and development platform.
- Mentor junior brokers and associates, fostering a collaborative and high-performance culture.

Qualifications

- **Minimum of four (4) years of experience** in commercial real estate brokerage, development, investment, or advisory services.
- Demonstrated track record of **transaction origination and execution**.
- Experience with land, retail, industrial, medical, flex, or mixed-use properties preferred.
- Strong understanding of development economics, market analysis, and financial modeling.
- Texas real estate license (active or ability to obtain).
- Exceptional negotiation, communication, and client-facing skills.
- Entrepreneurial mindset with the ability to operate effectively in a growing, relationship-driven firm.

Preferred Attributes

- Established network within the Fort Worth or broader DFW commercial real estate market.
- Experience working directly with developers, investors, and institutional or private capital.
- Ability to independently source business while collaborating within a team environment.
- Strong organizational skills and attention to detail across multiple assignments.

Why Waypoint Real Estate Advisors

- Opportunity to work at a **Fort Worth-based, growth-oriented commercial real estate advisory firm**.
- Exposure to **diverse deal types** across brokerage and development advisory.
- Entrepreneurial platform with **meaningful leadership responsibility and upward mobility**.
- Competitive compensation structure with performance-based incentives.
- Ability to help shape the future direction of a growing firm.

Please send inquiries and resumes to associate@waypoint-red.com or call Derek Anthony at 817-991-5072.