APG Advisors Internship Program

APG ADVISORS

At APG Advisors, we help leaders succeed by helping them build amazing workplaces, businesses, and communities around the world. We do this by thinking differently, sharing innovative ideas, and offering a unique mentorship and collaborative workplace where you can succeed.

APG Advisors is the fastest growing major real estate service company in Central and Eastern NC. We offer an 8-week Summer Internship Program. Internships are career-based learning experiences that involve a "real world" work environment and standard workplace expectations. We offer paid and unpaid internship positions which will provide exposure to the multiple facets of the commercial real estate industry. Interns will learn about different types of properties (retail, industrial, office, multifamily, land), real estate research platforms and methods to obtain information for investment decisions. This is a rare opportunity to be exposed to and trained by commercial real estate professionals from the ground up.

We can both benefit from the Intern experience; our pledge is to expose you fully to our industry and company to allow you to assess it as a future career. Your work will cross over many of the specialized disciplines in our firm. We ask you to bring your best attitude to work each day to help us advance a number of initiatives. Keep in mind that we are happy to pay when someone demonstrates value to us worthy of compensation. Learning time does not qualify as paid time.

A fundamental aspect of what we do is converting raw data to knowledge, then knowledge to leverage, and leverage to value. You will be fully exposed to this concept. In the first few weeks, we will give you a primer on the fundamentals of commercial real estate:

- What makes a great site, a great building, and/or a great investment?
- How does the landlord look at a transaction?
- How does a tenant look at a transaction?
- How does an investor look at a transaction?
- What are the different lease types and how to understand them?

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We will ask you to focus on:

DATA: learn how to source important data like
- Building owners, lease expirations, debt expirations, land ownership, demographics, sales prices
- Build database of the top 100 building owners and key functional characteristics
- Rank the Top 100 tenant prospects in a market by size, expiration date

KNOWLEDGE: help us prioritize and sort through data to locate information we can use to advance relationships.
- Develop top targets for property management
- Create a competitive advantage with key building specifications on the Top 100 properties in types
- Understand the chronological values of a targeted list of buildings to understand which ones appreciate and which do not
- Develop top targets for tenant rep and shape an e-mail program by industry segment – legal, technology, banking, etc.

LEVERAGE:
- Assist in creating proposals to targeted building owners, and tenants
- Create a white paper explaining that all buildings are not created equal, explaining what makes some buildings better than others
- Build some tools to help us in business pursuit and negotiations

VALUE:
- Show you how your work delivered value to clients or value to each broker

The ideal candidate will have a strong work ethic, excellent written and verbal communication skills, enjoy working on a variety of projects, functions in a multi-tasking environment and a strong interest in real estate.

In addition, the candidate should possess the following skills:

- Strong attention to accuracy and detail
- Effective oral and written communications
- Ability to work independently and self-driven
- Focus on teamwork and customer service
- Be creative, suggest ideas to help work in better and more efficient ways
- Operate basic office equipment including multi-line telephone, computer, fax, copier, scanner, laminator, binder.

If you are interested, please email internships@apgcre.com. You will need to complete an application for employment to be considered.