

Head of Commercial Real Estate // North America

Remote | U.S.

Overview

10M small business owners will exit over the next decade, transferring a historic \$5T in wealth. Legacy systems cannot keep up.

Unbroker is the AI-first M&A fintech modernizing the valuing, buying, and selling of Main Street and Midmarket businesses. We pair machines with human expertise to facilitate faster, smarter, and more modern sales. Founded in 2025 and doubling in size every 60 days since, the company has been recognized by the Associated Press and ABC News, partnering with both small business owners and national organizations. Unbroker leadership has over \$20B in M&A experience, including previous exits in venture, private equity, and public-backed organizations.

Role

The Head of Commercial Real Estate (CRE) owns and advances Unbroker's CRE strategy across North America.

You will develop a business plan and oversee all CRE transactions, such as real property sales and leases, interface with deal-specific exit advisors, build a network of third-party CRE brokers, coordinate transactions, ensure compliance, and help shape how Unbroker executes CRE globally. This is a role for someone who combines strong CRE instincts, strategic vision, and tactical execution with a fast-moving and modern mindset.

This is not just an admin role. It is a high-motion, hands-on leadership position responsible for a revenue target. Unbroker already has CRE deal-flow - this is not about prospecting.

What You'll Do

- Formalize the North American business plan for CRE
- Establish a network of CRE broker-partners
- Develop and train on internal CRE policies and procedures
- Coordinate and oversee the execution of CRE transactions
- Ensure regulatory compliance
- Use AI, automation, and modern workflows to move faster and reduce friction
- Help refine repeatable systems that improve throughput and outcomes
- Meet or exceed the established CRE revenue target

Who You Are

- You are commercially sharp, credible with brokers, and strong in motion. You know how to use technology to advance a deal, guide a team, and keep an organization moving without losing control of the details.

Ideally You:

- Have 5-10+ years experience in CRE, or related commercial experience
- Have closed \$100M+ in CRE, with at least a single transaction exceeding \$10M
- Have experience building and leading teams
- Have operated within or have an affinity for startup/early stage company cultures
- Understand how to build trust and build networks within regional and national markets
- Are strong with both relationship-building and execution
- Embrace AI and modern tools rather than clinging to manual, legacy ways of working
- Can operate with urgency, judgment, and independence

Why This Role

You will be a key executive at Unbroker. You will define how CRE is managed inside a company deliberately rethinking how Main Street M&A. You will have real ownership, real visibility, and real influence over the direction of the company. If you like speed, responsibility, and the chance to shape a more AI-native operating model in a real business environment, this is that opportunity.

Compensation

Annual on-target earnings (OTE) of \$300K-\$600K+. Equity available.

To Apply:

Email your resume or LinkedIn profile to careers@unbroker.com

More information on [joining Unbroker available here](#).