

Senior Property Sales Consultant - Independent Resourcing Consultancy

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Senior Property Sales Consultant Job Reference DXB Date Posted October Recruiter Independent Resourcing Consultancy Location Dubai Salary On Application Bonus/Benefits Commission only Sector Other Financial Services Jobs Job Type Permanent Contact Maria Inglis Email confidential Job Description Our client is a fullservice property investment company that helps highnetworth investors add the strength of global real estate to their portfolios A unique endtoend approach is at the heart of what we offer delivered by an experienced team of international real estate and investment professionals who are experts in untangling the complexities and complications of property investment Our end goal is for investors and international landlords to be able to purchase manage and capitalize on global property opportunities just as easily as they would any other recognized investment asset Headquartered in Hong Kong the company has expanded internationally and has offices in Singapore Shanghai Beijing Dubai Abu Dhabi Cape Town and London Role Overview This is an exciting opportunity for a highly motivated and organized individual to join a successful property investment company and to be part of a worldwide Sales team unlocking the potential of exponential sales via new & established rd party sales channels The market coverage for this role is global By delivering high quality relationship management to our existing partners and also discovering & engaging new relationships there is significant scope to expand the Companys existing distribution reach The untapped market is considerable and presents an exciting opportunity for the right individual to successfully drive this distribution channel Given the global reach it is expected that this would soon develop into a managerial role as the full scale of the opportunity is realised The ideal candidate

will be highly motivated to achieve key activity driven KPIs and sales targets They will ensure that effective communications and relationships between internal & external clients are maintained The role is a fulltime permanent position It can be UK UAE or Hong Kong based but with expectations that travel to relevant markets will be required and also requires the flexibility to service clients in all applicable time zones

Responsibilities Identify & engage key distribution partners globally Drive property sales via these rd party channels Review & reengagement of nonperforming relationships Formulate and manage a projectbyproject distribution strategy Ongoing account management to maximize project sales Establish & feedback investment requirements from partners Negotiation of commercial terms within set framework Ownership of challenging sales targets Acquire an indepth knowledge of available property investment opportunities Handle backend aspects of the relationships Support sales progression on agreed deals and assist with client enquiries Ensure accurate record keeping & reporting to be able to analyze activity and output

Qualifications Experience Skills and Abilities in the following

- A Bachelors Degree
- years experience of working in property sales preferably with experience of New Build sales
- Demonstrable Key Account management experience
- Ability to communicate clearly and effectively in person in writing & over the phone
- Basic knowledge of CRM is essential
- Comfortable with leading presentations
- Ability to structure & priorities workloads
- Team player with the ability to operate both independently and within a team environment
- Problem solving mindset
- Ability to establish and maintain effective working relationships with team members other department employees and company representatives
- Passionate optimistic and an internal inspiration to deliver
- Key Skills** Sales capability and rapport building with BB clients
- Excellent customer service skills
- Strong organizational skills
- Innovative with good business knowledge & process understanding
- Excellent communication skills and good written English a must
- Knowledge and experience within the property industry is a must

We offer the right candidate an excellent remuneration package and strong prospects for career advancement and development This is a great opportunity to work in a multicultural environment develop new competencies that can help you develop your career in a forward thinking and dynamic business with exciting growth plans

If you are interested in this role please contact IRC today or confidential

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