

Cushman&Wakefield Forton is an advisory company focused on commercial real estate. We are Alliance Partner of Cushman & Wakefield - the world's largest privately held commercial real estate consultancy company for Bulgaria. We offer a wide range of commercial real estate services, including leasing, consultancy, valuations, property management, project management and capital markets services.

**FOR OUR OFFICE SPACE DEPARTMENT, WE ARE LOOKING FOR**

**SENIOR BUSINESS CONSULTANT**

You thrive in fast-paced environments and you are enthusiastic, action-oriented, and results-driven. You are an ambitious self-starter, with a strong work ethic, intense will-to-win, and demonstrated personal excellence.

Responsibilities:

- Targeting and attracting new customers
- Preparing presentations
- Organization and participation in meetings with clients
- Conduct negotiations and concluding contracts
- Achieve personal targets
- Maintaining clients' database & target new business

Profile:

- Experience in sales with track record in commercial real estate business – min. 3 years
- Strong negotiation skills
- Ability to work under stress and meet tight deadlines
- Outgoing and communicative personality
- Open-minded and self-motivated person
- Self-management skills and high level of initiative
- Master's/Bachelor's degree in economics or other relevant
- Fluent in English
- Clear driving license required

**At Cushman&Wakefield Forton:**

- We follow strictly ethical and professional standards;
- We care about our employees;
- We offer the opportunity to be part of motivated and friendly team of real estate professionals;
- We provide an excellent remuneration package and additional benefits;
- We care about quality of service and customer satisfaction.

If you are interested in the above position and you have the required qualifications, please send your CV to [hr@cwforton.com](mailto:hr@cwforton.com)

Deadline for applications: 29 September 2017.

All applications are treated as confidential and only short-listed candidates will be contacted.