

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 INDUSTRIAL&LOGISTIC 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 signing with new customers
- Planning and execution of sale campaigns, including presentations, meetings, site visits, negotiations and closing of deals
- Planning and budgeting at department level
- Achieve personal targets
- Maintaining clients' database & target new business

Profile:

- Experience in sales with track record in commercial real estate business – min. 3 years
- Experience in industrial and logistics will be considered an advantage
- 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

Deadline for applications: 30 November 2017.

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