

# BUSINESS CONSULTANT OFFICE SPACE

We have an intriguing opportunity for fast-paced enthusiasts and dynamic-oriented professionals.

Forton is an Alliance Partner of Cushman & Wakefield for Bulgaria and a leading advisory company, focused on wide range of commercial real estate services. We are looking for a Business Consultant to join our Office Space department.

## Responsibilities:

- Develop and maintain relationships with Tenants, Landlords, solicitors, and other industry professionals
- Stay informed about local market trends, property values and rental rates
- Represent clients (Tenants and Landlords) in the leasing process of commercial properties
- Provide expert guidance and advice throughout the real estate transaction process
- Prepare presentations, financial analysis and all documents related to the Lease deal
- Negotiate Lease terms and finalize Lease agreements on behalf of property owners and tenants
- Maintain clients' database & target new business

## Requirements:

- Highly motivated and goal-oriented person
- Selling, negotiation and communication skills
- Experience in corporate sales is an advantage
- Prioritizing, time management and organizational skills
- Master's/Bachelor's degree in a relevant field
- Fluency in English

## At Cushman&Wakefield Forton you can rely on:

- Vibrant company culture with friendly team and team events
- Real estate professionals who will provide you relevant introduction and training
- High ethical and professional standards
- Open-minded team who will value your opinion
- Opportunities for professional growth and advancement
- Competitive remuneration, incl. both fixed and bonus part, and additional benefits

If you are interested in the position, please send us your CV to [militsa.dimitrova@cwforton.com](mailto:militsa.dimitrova@cwforton.com). All applications are treated strictly confidential and only short-listed candidates will be contacted for an interview.