

REAL ESTATE CONSULTANT

Better never settles

CBS International is a member of Cushman & Wakefield Alliance, a leading global real estate services firm, operating with 52,000 employees in more than 60 countries worldwide. Established in Belgrade in 2007, CBS International is the largest commercial real estate consultancy in Serbia by revenue for 15 years, including 2024 (Source: SBRA). With a team of over 500 professionals, the company provides a comprehensive portfolio of integrated real estate services, including Office Agency, Retail Agency, Residential Sales and Leasing, Industrial and Logistics Agency, Land Agency, Valuation and Development Advisory, Capital Markets, Market Research, Project Management, Property and Facilities Management, and Marketing. CBS International operates five fully established offices in Serbia, Austria, Croatia, Montenegro and North Macedonia, enabling seamless coverage of the entire West Balkan region. Combining strong local expertise with global best practices, the company partners with clients to deliver tailored real estate solutions and long-term value.

We are seeking ambitious professionals in the role of Consultants for sales and lease of office, retail and industrial properties who are passionate about delivering premium customer experiences and driving success in the commercial real estate market. If you thrive in a fast-paced environment and possess excellent negotiation skills, this is the opportunity for you.

WHAT IS THE ROLE ABOUT?

- Proactively win new clients through all available channels - from your own network to high-quality company leads
- Build and nurture long-term relationships by delivering a premium client experience
- Guide clients seamlessly through every step of customer journey, while achieving targets and uncovering cross-selling opportunities
- Negotiate lease agreements and sales contracts with confidence, expertise and a solution-oriented approach, ensuring win-win outcomes
- Tailor and optimize the sales process and leasing strategies to match each client's unique needs
- Stay updated on market conditions, regulations, and trends to provide clients with valuable insights and smart decisions
- Collaborate with internal teams to design creative marketing strategies that make office, retail or industrial properties stand out and attract top-tier clients
- Use market research and analysis to spot new opportunities and drive business growth in the office, retail or industrial segment

WHAT SKILLS AND EXPERIENCE DO YOU NEED?

- Demonstrated track record of success in sales in similar industries (proven track record in sales/lease of real estate properties or experience in expansion roles is strong advantage)
- Experience working with corporate clients and B2B sales is advantage
- Strong negotiation skills with proven ability to close deals effectively
- Excellent communication and interpersonal skills with a client-focused mindset
- Proficiency in English

WHY JOIN US?

- Competitive compensation package with uncapped earning potential, including base salary, commissions and bonuses
- Private health care insurance
- Opportunity for professional growth and advancement in a rapidly expanding company
- Collaborative and inclusive work environment where your contributions are valued and recognized

HOW TO APPLY?

If you see yourself as a motivated and ambitious real estate professional looking for a rewarding career opportunity, we want to hear from you! Please submit your resume outlining your qualifications and passion for this role. We look forward to reviewing your application.

Please share your CV via jobs@cw-cbs.rs. Only short-listed candidates will be contacted.