

SENIOR CONSULTANT (Residential Sales)

Better never settles

CBS International is a member of Cushman & Wakefield Alliance, a leading global real estate services firm, operating with 53,000 employees in more than 60 countries worldwide. As a regional real estate market leader, with offices in Serbia, Austria, Croatia, Montenegro and N. Macedonia, CBS International exercise 2nd decade of impeccable performance, offering a broad range of integrated services including Office Agency, Retail Agency, Residential Sales and Leasing Agency, Industrial Agency, Land Agency, Valuation and Development Advisory, Capital Markets, Market Research, Project Management, Property and Facilities Management and Marketing. Driven by ideas, expertise and dedication across borders and beyond service lines, we provide real estate solutions to prepare our clients for what's next.

We are seeking ambitious professionals in the role of Senior Consultant – Residential Sales who are passionate about delivering premium customer experiences and driving success in the residential 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?

- Client acquisition by using all available channels – own network and company leads
- Assuring standard quality of customer journey steps while reaching targets, always carefully exploring all customer needs and cross-selling opportunities
- Cultivate and manage relationships with clients by providing premium customer experience
- Optimizing sales process to fit specific client needs
- Stay informed about market conditions, industry regulations, and emerging trends to advise clients effectively and make informed decisions
- Collaborate with internal teams to support innovative marketing strategies
- Be alerted on market trends always exploring competition service level and activities, build sales speech and our services with premium brand image

WHY JOIN US?

- Competitive compensation package with uncapped earning potential
- Voluntary health 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.