

AREIA ADVISERS

REAL ESTATE ADVISOR

Job Overview

We are hiring a talented Real Estate Advisor. Areia Advisers offers a tailor-made property search service in Portugal. Passionate about real estate, Portugal and its art of living, we naturally love what we do and our clients sense it. Dedicated to our buyers, our 360o service covers the entire buying process, from the study of your project to the handing over of the keys. This way, our international clients will find - in all simplicity - the ideal property at the right price, whether they want to settle in Lisbon or by the sea.

Responsibilities for Real Estate Advisor

Advise home buyers & sellers

- Identifying new market opportunities (off market, new development projects ...)
- Networking and prospecting
- Generating new listing mandates (high-end properties and new developments)
- Running market analysis, advise your buyers best market opportunities
- Manage communication & marketing strategy for your listings
- Responding to client's requests
- Understanding buyer's requirements and matching them to listings
- Showing properties and develop client's relationships
- Relaying and negotiating offers
- Other business support activities

Qualifications for Real Estate Advisor

- Fluent in English and Portuguese - French is a plus
- High school diploma or degree in any discipline
- 0-2 years of experience in the Real Estate industry
- Knowledge of real estate industry trends and best practices
- Strong communication and negotiation skills
- Ability to work collaboratively and independently
- Good analytical and research skills and computer skills
- Customer-centric and detail-oriented individual

Location

Lisbon Home Based

Remuneration

Depending on profile

Commission-based income

Schedule

Full time position

To start as soon as possible

Contact

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