

# PVCP China Real Estate Brokerage

## 璞蔚房地产经纪（上海）招聘

### 公司介绍:

PVCP 集团是欧洲第一大度假及地产集团，集地产开发，地产销售，与度假房产管理为一体，先拥有 2 万 3 千业主，5 万多套房产和每年 800 万的度假客户。

璞蔚房地产经纪（上海）有限公司（简称：璞蔚房地产）是 PVCP 集团在中国的全资房地产投资，子公司，经过两年多的准备，璞蔚房地产于 2016 年 6 月 30 日在上海正式开幕。将 PVCP 集团的前沿房产投资理念带入中国。通过璞蔚房地产，中国投资者可以第一时间了解并购买 PVCP 集团旗下的度假房产，享受全球统一的库存和定价，以及从销售至托管，甚至到转售完全负责，0 担忧的一站式海外购房服务，真正与欧洲发达国家同步接轨，享受来自欧洲的高端旅居投资体验。

### 招聘岗位

Title: Investment Manager 投资经理

Number of Post: 5

Direction: Sales team

Department/Service: International Development

Based at: Shanghai

Arrival Date: ASAP 2018

Contract Period : 3 years – 6 months' probation period

## Investment Manager

| Description de la fonction |  |
|----------------------------|--|
| Main objectives            | <ul style="list-style-type: none"><li>- 发展中国市场的销售 Develop the sales in China</li><li>- 陪伴客户完成投资 Assist the clients to fulfill their investment project</li></ul>   |
| Main responsibilities      | <ul style="list-style-type: none"><li>- 协助客户寻找及制定投资计划，提供专业细致的相关房产咨询服务 define and assist to specify a personal investment plan, provide professional and detailed advise</li><li>- 协助客户完成签约、资金转账，贷款等全部投资流程 Assist the customer for the signature of the contract, the payment, the loans and the whole investment processes.</li><li>- 客户关系维护，挖掘推荐客户 customer relationship maintenance, explore the recommendation</li><li>- 通过自身渠道资源，寻找直接意向客户 find the direct customers through own resources and channels</li><li>- 开发并跟踪转介类型的合作伙伴 Develop and follow a referral partner</li><li>- 定期组织开展展会及现场说明会活动 Organize regular public exhibition and seminars</li><li>- 及时向公司反映客户反馈及市场动态 reflect the latest customer need and the market trends</li></ul> |

| Recruitment conditions  |   |
|-------------------------|---|
| Diplomas/Etudes         | - <b>本科以上学历或私立大学文凭 Bachelor or Master Degree</b>  |
| Experience              | - <b>2年以上直接接触客户的销售工作经验（实习除外） 2 year' s sales experiences (except internship) with direct contact with the clients</b>   |
| Languages               | - <b>掌握至少英语或法语一门以上的工作语言 Master at least one working language including English or French;</b>   |
| Personality/Competences | <p>- <b>基本要求 Basic Requirements:</b></p> <p>掌握欧洲各国经济，文化，投资，生活，留学等相关行业知识<br/>                     Knowledge of European countries: Economy, culture, investment, life, study and other related domains</p> <p>拥有海外生活工作经验优先 Overseas Working and life experiences preferred</p> <p>热爱销售，有强烈成功欲望 Passionate about Sales, strong desire for success</p> <p>具有市场洞察力，较强的逻辑思维能力 Good market insight, strong logical thinking ability</p> <p>为人诚信，坚持，有责任心 Honesty, perseverance, and responsibility</p> <p>工作有条理 Well organized</p> <p>- <b>专业要求 Professional requirements:</b></p> <p>了解国际、国内投资市场形势，有敏锐的市场嗅觉 Understand the international and domestic investment market</p> <p>出色的沟通能力 Excellent communication skills</p> <p>迅速学习及融入 Excellent Learning and integration ability</p> |
| IT competences          | Pack office + CRM   |
| Application             | Resume to Ms Chunjie ZHOU <a href="mailto:chunjie.zhou@groupepvcp.com">chunjie.zhou@groupepvcp.com</a>  |