



DRAGONFLY GROUP

Sales Consultant B2C

Aimez-vous la France? Are you a Chinese speaker with past experience in France, for study or for work? Are you outgoing and passionate about developing your network in a French Chinese environment? **This role is for you!**

The recruiting Company

Our client is a **French consulting and wealth management company**, leader in wealth management for expatriates in Asia.

It has extended its **services to Chinese citizens wishing to invest in France**. The company provides independent advice on the most suitable investments and supports its clients during the whole process of acquiring properties.

Our client is **looking for a Chinese talent with previous living experience in France** and with some experience in sales or consulting, preferably to individuals (B2C).

The role

Position: Sales Consultant

Location: Shanghai (Jing'An District)

Mission: Promote French investment opportunities to Chinese customers who studied or worked in France

Responsibilities:

Development of a network

- Participate in events, conferences, meetings
- Approach alumni networks and thematic networks
- Present the company services informally or formally (conferences)
- Identify the most promising prospects

Individualized approach to prospects

- Organize individual meetings with potentially interested individuals
- Create trust through listening and empathy, as well as the sharing of useful insights
- Identify the concerns and deep motivations of prospects, and their budget
- Present a suitable real estate project, selected from the Company portfolio
- Close the signing of a mandate contract to acquire real estate in France

Individualized customer follow-up

- Support the client during the period required for the actual purchase of the property, in cooperation with the team responsible for the administrative and financial aspects of the acquisition.
- Maintain the relationship with former clients and obtain recommendations to their acquaintances

Internal interactions

- Regular reporting to the management
- Cooperation with other teams

Profile type

Work experience

- Experience in direct sales to individuals (B2C) for products or services requiring a thoughtful purchase decision (for ex: real estate, finance, education, luxury goods, premium services, insurance, etc.)
- About 3 to 5 years of professional experience

Intercultural & languages

- Chinese with previous living experience in France
- Speaking French and/or English

Soft skills / personal characteristics

- Enjoys business development and consulting
- Dynamic, autonomous, positive, persevering
- Sociable, good listening skills
- Team spirit
- Trustworthy, ethical sense

Why is the role exciting?

- As a Chinese with past living experience in France and loving this country, you will develop a community of likewise Chinese individuals with a cultural and emotional interest in France.
- You will become the reference in this community for overseas investment, offering inside knowledge as well as attractive and safe investment opportunities.
- You will acquire deep knowledge in the process of buying or selling international property and create valuable benefit both for your career and your connections.
- And you will enjoy the friendly company culture as well as a remuneration structure that will reward your success.

Contacts

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