Détail de l'offre : Sales Consultant

Partenaire	DRAGONFLY GROUP HR CONSULTING
Adresse	Shanghai
Ville	Paris - Shanghai - Pékin - Guangzhou - Shenzhen - Hong Kong - Singapore
Référence	DGF-04072021
Titre	Sales Consultant
Description du poste	Mission: To promote and sell French real estate and financial investments to Chinese customers. Main responsibilities: 1/ Set up a strategy and a plan for prospecting Chinese customers 2/ Develop a network of prospects * Participate in events, conferences, meetings * Approach alumni networks and thematic networks * Present the company services informally or formally (conferences) * Identify the most promising prospects 3/ Approach prospects individually * 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 4/ Follow-up with clients * Support clients 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 5/ Internal interactions * Regular reporting to the management * Cooperation with other teams
Type de contrat	Emploi
Métier	Commercial / Ventes
Description de la société	Our client is a consulting and wealth management company, leader in wealth management for expatriates in Asia. It also offers its services to Chinese clients wishing to invest overseas, particularly in France. The company provides independent advice on the most suitable investments and supports its clients during the whole process of acquiring properties.
Localisation	Shanghai
Pays	Chine
Profil recherché	Intercultural & language skills: • Chinese who has lived in France (for studies or for work) • Speaking French and/or English Work experience • Experience in direct sales to individuals (B2C) for products or services requiring a thoughtful purchase decision, in particular due to their high cost (for ex: real estate, finance, education, luxury goods or services, insurance, etc.) • About 3 to 5 years of professional experience
Expérience	Expérimenté (3-10 ans)
Secteur	Assurances Banque - Organismes financiers Formation et Enseignement

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