

## Détail de l'offre : Sales Consultant

<b>Partenaire</b>	DRAGONFLY GROUP HR CONSULTING
<b>Adresse</b>	Shanghai
<b>Ville</b>	Paris - Shanghai - Pékin - Guangzhou - Shenzhen - Hong Kong - Singapore
<b>Référence</b>	DGF-04072021
<b>Titre</b>	Sales Consultant
<b>Description du poste</b>	<p>Mission:</p> <p>To promote and sell French real estate and financial investments to Chinese customers.</p> <p>Main responsibilities:</p> <p>1/ Set up a strategy and a plan for prospecting Chinese customers</p> <p>2/ Develop a network of prospects</p> <ul style="list-style-type: none"> <li>* Participate in events, conferences, meetings</li> <li>* Approach alumni networks and thematic networks</li> <li>* Present the company services informally or formally (conferences)</li> <li>* Identify the most promising prospects</li> </ul> <p>3/ Approach prospects individually</p> <ul style="list-style-type: none"> <li>* Organize individual meetings with potentially interested individuals</li> <li>* Create trust through listening and empathy, as well as the sharing of useful insights</li> <li>* Identify the concerns and deep motivations of prospects, and their budget</li> <li>* Present a suitable real estate project, selected from the Company portfolio</li> <li>* Close the signing of a mandate contract to acquire real estate in France</li> </ul> <p>4/ Follow-up with clients</p> <ul style="list-style-type: none"> <li>* 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.</li> <li>* Maintain the relationship with former clients and obtain recommendations to their acquaintances</li> </ul> <p>5/ Internal interactions</p> <ul style="list-style-type: none"> <li>* Regular reporting to the management</li> <li>* Cooperation with other teams</li> </ul>
<b>Type de contrat</b>	Emploi
<b>Métier</b>	Commercial / Ventes
<b>Description de la société</b>	<p>Our client is a consulting and wealth management company, leader in wealth management for expatriates in Asia.</p> <p>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.</p>
<b>Localisation</b>	Shanghai
<b>Pays</b>	Chine
<b>Profil recherché</b>	<p>Intercultural &amp; language skills:</p> <ul style="list-style-type: none"> <li>• Chinese who has lived in France (for studies or for work)</li> <li>• Speaking French and/or English</li> </ul> <p>Work experience</p> <ul style="list-style-type: none"> <li>• 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.)</li> <li>• About 3 to 5 years of professional experience</li> </ul>
<b>Expérience</b>	Expérimenté (3-10 ans)
<b>Secteur</b>	<p>Assurances</p> <p>Banque - Organismes financiers</p> <p>Formation et Enseignement</p>

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