

# Joseph Mews

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## **Sales & Distribution Manager – UK, EU, HK and Singapore**

### **Summary**

An incredible opportunity has arisen to join Joseph Mews Property Group, a leading UK property investment company. Combining strong UK Property expertise with an unrivalled track record, our Sales & Distribution Manager (UK, EU, HK and Singapore) will hold a wealth of experience and knowledge in the UK property investment field.

Over the last 10 years, Joseph Mews have helped their property developers deliver exciting new projects across the UK to property investors, specialising in residential and off-plan developments.

As Sales & Distribution Manager (UK, EU, HK and Singapore), you will be working closely with our trusted Agents in the UK, Europe, Hong Kong and Singapore alongside bringing in new business via Property Agents and Wealth Managers throughout your regions. You will have a strong sales background in the UK property market and have experience working directly with Property Developers promoting exclusive stock.

You will be commercially minded and have a proven track record of bringing in new business together with a drive for building relationships with property developers and agents.

The successful candidate will be based in the UK and have the ability to generate leads and source new business throughout the region and be naturally target driven.

You will report to the Managing Partner (UK, EU, HK and Singapore).

### **Location and Hours**

This role is primarily a home based working with an expectation of site visits and client meetings throughout the UK as and when required.

This is a full time position working 40 hours per week. Flexibility will be required to meet client demand and may require evening and weekend work.

### **Responsibilities and Duties**

As Sales & Distribution Manager (UK, EU, HK and Singapore), you will be required to work closely with property agents across your regions, building upon these relationships and driving sales through their agent database. You will maintain close contact with our Agent network on a regular basis, ensuring their teams are kept up to date with the latest Joseph Mews property developments.

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The successful candidate will be responsible for:

- Managing new and existing accounts with property agents across your regions, maintaining close contact and driving sales through their client database
- Conduct site visits with property agents and clients
- Research and identify new business opportunities – including new markets, growth areas, trends, customers and always seeking new ways to reach existing markets
- Generate new business following Joseph Mews Business-to-Business model
- Create Sales Campaigns that are commercially driven
- Proposing and actively taking part in Agent property promotions, webinars, training etc.
- Researching the industry and local market in order to maximise sales and identify sales opportunities to your agents and property investors.

## **Skills and Experience**

To be considered for this role, the successful candidate will have a strong sales background and proven track record of generating new business within the UK property investment sector. The successful candidate will also:

- Have 3+ years experience working within the UK property investment sector
- Have experience working directly with Property Developers and distribution of exclusive stock
- Be able to identify sales opportunities by bringing in new business and keep track of competitor activity
- Have worked directly with Property Agents, Wealth Managers etc. and be able to demonstrate an understanding of building and maintaining these relationships in order to drive sales
- Demonstrate strong interpersonal skills and the ability to communicate and engage at Executive levels with key Property Agents in order to grow business opportunities
- Be a strong negotiator with the ability to drive sales profitability for the business and bring initiatives to successful completion
- Be highly self-motivated and target driven with ambitions to grow your team

This is an exciting new role whereby you will be able to grow and build your team. A background in managing sales teams, setting targets and monitoring KPIs would also be beneficial.

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## **Salary and Benefits**

Competitive salary offered plus performance related commission available

25 days annual leave per year in addition to UK Bank Holidays

***\*To apply for this role, please email your cover letter and CV to [recruitment@joseph-mews.com](mailto:recruitment@joseph-mews.com)\****