



## Colliers International (Korea) Limited

### Job Description

Position	:	<b>Senior Manager or Associate Director</b>
Department	:	<b>Commercial – Tenant Representation</b>
Reports to	:	General Manager, Colliers International Korea
Work Location	:	Seoul, Korea

#### **Key Accountabilities :**

- To identify and develop business opportunities with significant multinational companies specifically in the Seoul area to achieve revenue in excess of agreed targets. Further, to grow Colliers International's market share in Korea
- To self-manage and work within a team of brokers to achieve individual target and help others achieve their targets
- To advise MNC clients on their occupancy needs
- To be responsible for marketing Colliers International Commercial Department including the preparation of proposals, case studies and presentations as required
- To develop and maintain long term key client relationships

#### **Job Specifications :**

- University graduate in real estate or relevant business disciplines
- More than 2 years working experience in the real estate industry, and a proven desire to excel in the industry.
- Excellent business writing and communications skills, both spoken and written.
- Fluent in English – spoken and written
- Preference given to candidates that can also speak in Korean at at least a moderate level and have familiarity with Korean culture.
- Excellent presentation and strong negotiation skills
- Energetic, highly motivated individual who has a positive outlook
- Self-driven and independent
- Able to work well in pressure situations and strive to meet tight deadlines
- Excellent team player