

Business Development / Sales Executive - HK Property Startup

About Spacious 千居

[Spacious](#) 千居 is an online marketplace connecting buyers and tenants with properties throughout Asia. [Spacious](#) differentiates itself by combining a superior user experience with powerful analytical tools and relevant content to make the process of buying, renting or selling a property as simple and efficient as possible.

Our Product

Spacious is a next generation property portal for Hong Kong. The platform covers both buyers/sellers and renters/landlords. We are using a state of the art technology solution to tackle a lucrative problem space. Hong Kong is one of the largest property markets in the world and presents a significant revenue opportunity. We have identified a strong business model for the property sector and believe it has the potential to seriously disrupt the industry.

Our Mission

Our long-term objective is to make the property search process for renters and buyers as easy and as efficient as possible. For sellers, developers and landlords to improve the quality and quantity of leads.

We expect to grow in Hong Kong, Shanghai, Taipei and Shenzhen organically but aim to expand quickly into the region by looking for profit share partners with listing inventory in all of Asia's largest property hubs.

Responsibilities

- Recommend Spacious digital marketing solutions to agencies/agents and hit sales target
- Establishes new accounts by planning and organizing daily work schedule to call on existing or potential agencies/agents
- Actively reach out to prospective accounts
- Plan & give presentations
- Manage account database
- Acquire user feedbacks and report to Product Team

Qualifications

- Interested in and have knowledge of local and overseas real estate industry
- Experience working in real estate industry or real estate portals will be a bonus
- Experience working in sales or related industries will be a bonus

* Must be legal to work in Hong Kong

Benefits

- Salary + Commission + Equity
- Travel Allowance and Mobile Allowance
- Medical Insurance
- 18 Days Annual Leave
- Career Advancement

Additional Information

Please send your application with your CV and expected salary to Mr Benny Hui at benny@spacious.hk.

Type:

Business Development / Sales Executive

Who we want:

Graduates of Class 2017 or earlier years

Functions:

Business Development

Compensation:

Negotiable

Working hours:

At least 8 hrs/day, 5 days/week