



# Join us

JLL, a Fortune 500 company, is a leading professional services firm that specializes in commercial real estate. We have nearly 300 corporate offices, operations in over 80 countries and a global workforce of nearly 80,000. We operate locally, regionally and globally – and it's up to you which scale fits your professional plans best. With us, you'll be able to participate in innovative projects and leave a lasting impact with your work. Achieve your ambitions while contributing to JLL success. We are waiting for you!

We are looking for an experienced Sales Professional (experience in Commercial Real Estate or understanding of the sector is a huge plus) to join our mature Office Leasing team. Initiative, entrepreneurship and adaptability are required skills.

Please check what we offer and apply for the role of:

## Senior Office Agency Consultant

Location: Bucharest

### Responsibilities:

- Have an entrepreneurial spirit and win new projects, meet with clients to build and maintain business relationships;
- Support development of Office Leasing services in Romania;
- Act as an advisor, start to finish, to Office leasing clients
- Provide clients with current up-to-date knowledge about the office market situation, trends, forecasts and information about planned projects;
- Support in preparing leasing and marketing strategies for properties, be responsible for the commercialization process itself;
- Offer assistance in drafting presentations or pitches and presenting them to potential clients
- Promote the Office Agency services (e.g. attend business mixers, real estate events)
- Promote JLL services and cross-sell

### Requirements:

- Energetic, persistent and well organized
- Business savvy and interest in the wider real estate market
- Initiative in taking action and responding appropriately.
- Comfortable working under pressure/to tight deadlines
- Strong consulting/business winning/client management skills
- Team player who deals effectively with colleagues and clients
- Must have excellent communication skills both written and oral Romanian and English
- Excellent sales, negotiation and presentation skills
- Very good analytical skills
- IT literate: Excellent working knowledge of Microsoft Word, Excel and Outlook essential
- Ability to prioritize workload with an attention to detail and willingness to complete projects in a timely and efficient manner

### We offer:

- Friendly and supportive company culture.
- Possibility to work in a highly professional, stimulating and challenging work environment with long-term career prospective and opportunities in multiple countries
- Competitive benefit package (incl. Benefit Systems, private healthcare, life insurance).
- Opportunity to demonstrate your own initiatives.
- Opportunity to participate in personal and professional development programs.

Apply: [Catalina.cibotariu@eu.jll.com](mailto:Catalina.cibotariu@eu.jll.com)

Please note we will contact selected candidates only.