

# SALES MANAGER (REAL ESTATE)

Artone is a company specialising in large-scale property development projects in Belgium. We are dedicated craftsmen committed to creating the neighbourhoods of tomorrow. We develop urban projects with contemporary architecture, in keeping with the environment in which they are located. Do you share our passion for real estate?

We are looking to recruit a Sales Manager to help us continue our growth trend and set up our sales team to market the 800 residential units that we are currently building.

As Sales Manager, you will develop the marketing strategy for the projects and you will identify and contact potential purchasers interested in buying property within the Artone project portfolio.

## YOUR ROLE & RESPONSIBILITIES

- You will participate in the definition of products and pricing of units to be sold.
- You will develop the marketing strategy for the projects (sales documentation, digital marketing, campaigns both on and off-site, etc.).
- You will organise the sales and marketing launch (where applicable, working with estate agents to be appointed).
- You will develop and ensure the follow-through of an effective sales process.
- You will be responsible for lead generation.
- You will manage the follow-up of leads with the aim of converting them into acquisitions, initially alone, and then with an internal sales team that you will compose.
- You will work actively on the strategic development of Artone's operations through your analyses, input and fresh ideas.
- You will report directly to the CEO.

## YOUR SKILLS & QUALITIES

- You have significant experience of several years in off-plan sales of new real estate developments in Brussels.
- You have excellent knowledge of the market for new-build real estate, particularly in Brussels.
- You are proficient with digital tools and have a creative mindset with regard to the marketing strategy to be developed to generate leads.
- You are familiar with digital marketing and the related tools.
- You are able to work autonomously and have excellent communication skills.
- You enjoy contact with clients and you have a strong business acumen.
- You work outside office hours if necessary to close the deal.
- You can speak Dutch and French (bilingualism is an advantage), and you are able to converse in these languages with potential purchasers.
- You have an excellent network in the real estate sector and you keep yourself abreast of all the latest industry news.

## OUR OFFER

If you'd like to join a young and dynamic business, in an exciting position, this is the role for you!

We offer an attractive salary package (self-employed with a fixed salary portion and a variable element linked to sales realised) as well as a modern, friendly work environment, within a team that welcomes innovative ideas.

## Interested?

Send us your CV along with a covering letter ([info@artone.be](mailto:info@artone.be)).



# ARTONE

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[www.artone.be](http://www.artone.be)

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