

Property Consultant Job Description

- Scout and identify investors with property consultancy needs
- Contact potential clients through calls, emails, etc. to offer them property consultancy services
- Prepare and present business proposals to convince clients and secure a consulting deal
- Monitor the property market to watch out for new and old properties up for sale
- Put properties up for sale by advertising them on various media and advert channels
- Carry out the marketing of property vacancies to attract prospective tenants
- Conduct research and analysis of property market to identify areas with increasing demand and profitability margin
- Maintain an up-to-date knowledge of government housing/property laws and policies
- Build and establish good working relationship with legal counsels and other consulting professionals to exchange ideas and expand personal network
- Evaluate the objectives of an investor to identify their needs and requirements
- Conduct surveys to obtain data which provides information regarding profitable property investments
- Give clients recommendations and advice on appropriate property investments to make
- Maintain a database of commercial, industrial, and residential properties available on the property market
- Develop and implement strategies effective in increasing the value of a property

- Conduct price negotiations with property agents on behalf of a client to reach a favorable bargain.