

# Off-Plan Property Consultant, Dubai, UAE

## Company Overview

We are a rising Dubai-based real estate advisory serving international buyers, investors, and HNWI. We operate with a strong focus on transparency, pricing accuracy, and long-term client relationships. Our approach is advisory-led and execution-focused, ensuring our clients access the best opportunities in Dubai's off-plan sector.

## Role Overview

We are seeking a proactive **Property Consultant** with 1–2 years of Dubai market experience. This role is designed for a disciplined professional who understands the mechanics of project launches and investor psychology. You will be responsible for identifying high-potential opportunities and guiding clients through the selection and booking process.

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## Key Responsibilities

- **Lead Conversion:** Proactively manage and convert company-provided leads and self-sourced prospects into secured bookings.
- **Project Expertise:** Maintain up-to-date knowledge of master developments, payment plans, and inventory across Dubai's leading developers.
- **Launch Execution:** Represent the agency and your clients at developer launch events, ensuring swift unit selection and EOI (Expression of Interest) processing.
- **Investor Advisory:** Provide clear comparisons between projects, focusing on ROI projections, capital appreciation, and area-specific growth drivers.

- **CRM Management:** Experience using CRM systems to track the sales pipeline, manage follow-ups, and ensure a seamless client journey.
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#### Requirements & Profile Fit

- **Experience:** 1–2 years of Dubai real estate experience, with a specific focus on or strong interest in the off-plan segment.
  - **Professionalism:** Strong negotiation skills and the ability to engage confidently with international investors.
  - **Communication:** Clear and persuasive spoken and written English; ability to explain complex payment structures simply.
  - **Market Awareness:** A solid understanding of Dubai's key investment hubs and current developer trends.
  - **Discipline:** Comfortable working in a performance-based environment with defined KPIs and measurable outcomes.
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#### Benefits

- **Salary & Commission:** Competitive basic salary plus a transparent, performance-based commission structure.
  - **Inbound Leads:** Access to company-generated leads alongside support for self-sourced opportunities.
  - **Marketing & Ops:** Dedicated marketing, administrative, and operational support to streamline your deals.
  - **Developer Access:** Direct registration and established relationships with all major and boutique Dubai developers.
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#### Ideal Candidate Mindset

- Disciplined and proactive with a high level of ownership over their pipeline.
- Values accuracy and long-term relationships over short-term sales.
- Agile enough to handle the fast-paced nature of project launches while maintaining a professional advisory standard.