

Investment Consultant/Business Partner

H&T REALTY
Sydney NSW
Residential Sales (Real Estate & Property)
Full time

Are you passionate about real estate and helping clients achieve their financial goals? At **H&T Realty**, we are currently seeking a motivated and driven Investment Consultant to join our esteemed team based in Sydney.

About Us:

H&T Realty is a leading property investment firm with a remarkable 16-year track record of delivering high-quality results. Our comprehensive suite of services caters to all aspects of real estate, encompassing project sales and marketing, project design, project construction and project development. With offices located along the East Coast and in the ACT, we have solidified ourselves as industry leaders in Australia's dynamic real estate market.

Responsibilities:

- Identify and target potential clients interested in real estate investment opportunities
- Engage in proactive prospecting activities, including cold calling, attending and responding to sales emails to generate leads and expand the client base
- Liaise with clients to effectively sell properties and provide assistance with finance arrangements, land brokerage, conveyancing and maintenance of premises
- Assess buyers' requirements and locate suitable properties
- Provide expert advice to buyers regarding the merits of properties and the terms of sale
- Participate in developing and implementing strategic business plans, budgets, policies and procedures
- Handle other related ad-hoc duties as required

What do we offer?

- **Lucrative commission structure:** Enjoy a generous compensation package comprising a base salary + commission (approx. \$50,000 base annual income + commission based on your performance)
- **Ongoing Training:** Benefit from continuous training seminars and professional development opportunities to enhance your skills and stay ahead in the ever-evolving real estate industry
- **Work flexibility:** Embrace a healthy work-life balance with flexible working arrangements that empower you to excel both personally and professionally
- **Potential for Permanent Residency (PR) sponsorship:** We value talent and commitment. As a high-performing Investment Consultant, you may have the opportunity to be sponsored for Permanent Residency, providing stability and long-term prospects
- **Great platform for generating leads:** Leverage our established platform and extensive resources to access a vast pool of high-quality leads
- **Fantastic career growth opportunities:** We foster a culture of growth and advancement, offering you the chance to seize exciting opportunities for professional progression
- **Fun and friendly work environment:** Join a supportive and inclusive team that values collaboration, camaraderie and positivity

To be considered for this role you will have:

- Genuine passion for real estate
- Fluent in both English and Mandarin
- Excellent communication and customer service skills
- Self-motivated, dedicated and goal-oriented
- Strong work ethic and willingness to learn
- Ability to work independently and within a close team

If this sounds like you, please click **APPLY NOW** and submit your resume! Or email your resume to hr@htrealty.com.au directly. For further information on this role, please contact Mobile 0479 137 666/ 0451 450 331. Please make reference to this ad during your phone call. Join our team of passionate professionals and embark on an exciting journey in the real estate industry!

招聘职位：

Investment Consultant 房产投资顾问

Business Partner 业务合伙人

工作区域: 悉尼

工作内容:

通过个人能力及渠道, 进行房地产业务销售。包含公寓, 土地别墅, 联排别墅等。

基本要求:

- 中英文流利，能顺畅与买家沟通。
- 具备拓展精神，时间观念和组织计划能力强。
- 认同地产行业发展前景, 愿意脚踏实地与公司共同成长。

你将获得:

- 底薪 + 高绩效激励。(approx. \$50,000 底薪+ commission 基于业绩能力，能者多劳)
- 灵活的工作模式。
- 我们愿意为优秀的员工提供雇主担保。我们已经有多名员工成功拿到澳洲 PR, 安家澳洲。
- 无区域限制的发展机会。
- 专业 Back office 团队, 包含 Marketing, IT, Accounting 等全方位支持。
- 共享集团公司全澳五大城市协同发展平台, 以及产业链纵深领域支持。

求职方式:

请将您的简历发送至 emma@htrealty.com.au

联系电话: Emma 0451450331