

Portonovi Resort Management Company: owned by Azmont Investments, operates Portonovi Resort aiming to redefine standards set within Montenegro and across the Mediterranean. This luxury resort prides itself in becoming a globally recognized development set in a unique position at the entrance to Montenegro's beautiful Boka Bay. Portonovi offers an array of luxury residences set in a tranquil waterfront location.

Our mission at Portonovi is to treat all its associates, guests and colleagues with respect and through collective hard work we continue to create a friendly working environment and to be known for delivering exceptional service throughout Portonovi.

Russian speaking Sales Expert in Portonovi Resort

- **Location:** Herceg Novi
- **Contract:** Fixed term contract with the possibility of extension depending on results achieved

Key responsibilities:

- Represent the project by being 'the face' of the sales and marketing suite; meeting and greeting customers
- Generate leads, book viewings, and negotiate offers, taking the customer through to completion
- Gather local and international competitor analysis
- Be open to working weekends on a rotation
- Upon selling of remaining stock, there is an opportunity to move into a Senior Sales Negotiator position

Skills required:

- Excellent communication skills
- Hosting, welcoming approach / Orientation to clients
- Knowledge of languages – English fluent / Russian fluent
- Development sales experience is desirable: we need someone with a minimum of 2 years of experience who can come in and bring knowledge and negotiation skills to finish the sales project
- Regional or international experience is a significant advantage
- Business acumen
- Proactive approach
- Excellent computer literacy, inclusive of MS Office.
- Analytical; competitor analysis research skills

This is a fantastic position to really help build the international team at Portonovi. The position is located in Montenegro with a competitive package/relocation offering.

If you believe you have the experience and skills required for this position and are looking for a role that will challenge you in a growing market, then please do not hesitate in applying.

All applications will be dealt with in strict confidence, if you are interested please get in touch by emailing your CV to career@portonovi.com

Application deadline 31.08.2022.