



WE ARE HIRING JOIN OUR TEAM

COMPANY & TEAM DESCRIPTION

AN EXPERIENCED PROFESSIONAL WITH A PROVEN TRACK RECORD IN CLIENT ENGAGEMENT, LEAD GENERATION, AND ACCOUNT MANAGEMENT. STRONG COMMUNICATION, PRESENTATION, AND NETWORKING SKILLS ARE ESSENTIAL. THE CANDIDATE SHOULD BE PROACTIVE, TARGET-ORIENTED, AND ADEPT AT CROSS-DEPARTMENTAL COLLABORATION TO ACHIEVE BUSINESS GOALS.



CLIENT RELATIONSHIP MANAGER

Qualification Requirement :

- Proven experience in client relations, account management, or sales, preferably with both local and international clients.
- Strong networking and lead generation skills, including cold calling and client profiling.
- Excellent communication and presentation skills for virtual, in-person, and speaking engagements.
- Ability to analyze market data, generate leads, and create effective sales strategies.
- Proficiency in CRM tools, LinkedIn, and other marketing platforms for client prospecting.
- Organized and detail-oriented with project management experience, including cross-departmental coordination.
- Results-driven mindset with a proven ability to meet sales targets and KPIs.

YOUR RESPONSIBILITIES WILL INCLUDE :

A results-driven Client Relations Manager to build strong relationships with local and international clients, re-engage past clients, and generate new leads across industries. This role involves client engagement, lead generation, account management, and collaboration to ensure exceptional service delivery and achieve sales targets.

- Engage and maintain relationships with local and international clients, including re-engaging past clients and identifying new opportunities.
- Generate leads through industry networking, events, cold calling, and market research across various sectors.
- Conduct market presentations, produce high-level consultancy materials, and promote services via LinkedIn and other platforms.
- Manage client accounts, including project timelines, scope reviews, coordination, and AR tracking.
- Collaborate with the DMD to execute sales plans, monitor KPIs, and implement departmental sales procedures.
- Prospect clients through online platforms, business groups, and professional networks, developing actionable sales strategies.
- Achieve sales targets by driving high conversion rates, generating proposals, and fostering repeat business and referrals.

APPLY NOW



Send your resume
HR.Thailand@colliers.com
+66 80 639 2715

LOCATION :

C. I. T. Property Consultants Co., Ltd.
66 Tower, 22nd Floor Unit 2206-2207, 2556 Sukhumvit Road,
Bangna-nua, Bangna Bangkok 10260

WHAT WE OFFER YOU & WORKING DAY :

- Annual Leave
- Group Insurance
- Provident Fund
- Monday - Friday 09:00 AM - 18:00 PM and every other Saturday 09:00 - 12:00. Follow company calendar



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COLLIERS IS A LEADING GLOBAL PROPERTY AGENCY AND CONSULTANCY WITH LOCAL EXPERTS IN THAILAND. ONE OF AGENCY SERVICE IS CAPITAL MARKET WHICH IS AN EXPERTISE IN INVESTMENT PROPERTY SALE & PURCHASE, TRANSACTIONS FOR FAMILIES, JV CREATION, PARTNER SEARCH, HOTEL OPERATOR SEARCH AND FINANCIAL ANALYSIS.



SALES ASSOCIATE DIRECTOR AND DIRECTOR CAPITAL MARKET

Qualification Requirement :

- Thai nationality ONLY
- Good command of English, spoken and written
- Experience in Sales of Real Estate Industry
- Bachelor's Degree with minimum 5 years of experience preferably in B2B.
- Ability to write and execute a marketing plan for project
- Proactive personality, a business mind-set
- Excellent skills in professional communication and customer relationship management.
- Highly organized, Ability to solve problems, work well under pressure, be either a good leader or a smart team player

YOUR RESPONSIBILITIES WILL INCLUDE :

- Carrying out a brokerage role within the team to sell (or by) a variety of real estate assets such as land plots, office buildings, hotels, and other commercial uses
- Manage certain client accounts that you secure or are allocated to you to look after
- Building and maintaining strong relationships with key clients and their associates
- Ensure deals are executed efficiently and follow up payment from clients in a timely manner
- Monitoring competitor's activity

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COLLIERS IS A LEADING GLOBAL PROPERTY AGENCY AND CONSULTANCY WITH LOCAL EXPERTS IN THAILAND. AND ADVISORY TEAM PROVIDES IN-DEPTH MARKET KNOWLEDGE AND ALL ASPECTS OF FEASIBILITY STUDIES TO UNLOCK THE POTENTIAL OF ALL TYPES OF REAL ESTATE HOLDINGS.

SENIOR MANAGER OR ASSOCIATE DIRECTOR TO ADVISORY TEAM

Qualification Requirement :

- University degree in Real Estate or related disciplines
- Good command of English both writing and speaking.
- Proficiency in Microsoft Office (Strong in Excel and PowerPoint)
- Detail-minded and independent,
- Willing to learn.
- Analytical Skill

YOUR RESPONSIBILITIES WILL INCLUDE :

You will work in Advisory Team to deliver services under Colliers standard for client's needs in responded jobs, which are: Feasibility Study, Market Study, Property Research, Project Design and Project Construction Consultant with below Responsibility

- Support the team to meet objectives/targets
- Conducting market and feasibility study and other tasks assigned
- Collecting up-to-date market data accurately from a variety of sources and analyze in detail
- Support the supervisor to build financial model templates as assigned
- Control individual work process and deliver jobs on time
- Co-ordinating with other team members and other departments
- Implement best practices for the project
- Acting in the best interests of all clients providing a premium service to each deal
- Attending regular team meetings as and when requested and providing regular update work in progress

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THE SENIOR MANAGER WILL HAVE A DUAL REPORTING ROLE AS THE HEAD OF RESEARCH AS WELL AS TO THE HEAD OF CONSULTANCY. THIS POSITION WILL LEAD THE PRODUCTION OF HIGH-QUALITY PROPERTY MARKET RESEARCH, REPORTS, AND INSIGHTS ACROSS COMMERCIAL, RESIDENTIAL, AND SPECIFIC ASSET SECTORS IN THAILAND. IN ADDITION TO DRIVING THOUGHT LEADERSHIP, THE ROLE REQUIRES A FOCUS ON GENERATING LEADS, SUPPORTING SALES EFFORTS, AND CONTRIBUTING TO SALES CONVERSIONS THROUGH DATA-DRIVEN INSIGHTS AND CONSULTING WORK. THE SUCCESSFUL CANDIDATE WILL PROVIDE STRATEGIC MARKET INTELLIGENCE, MANAGE MARKET DATA, AND ENGAGE CLIENTS THROUGH PRESENTATIONS AND PUBLIC SPEAKING ENGAGEMENTS.

SENIOR MANAGER TO RESEARCH TEAM

Qualifications:

- Strong knowledge of the property market, with a focus on Thailand's key regions
- Experience in lead generation, sales management, and client engagement
- Proven track record in data analysis, report writing, and market research methodologies
- Excellent communication skills, including public speaking and client engagement
- Ability to manage multiple projects and meet deadlines in a fast-paced environment
- Proficiency in database management and market research tools, with a focus on generating actionable insights that drive sales results

YOUR RESPONSIBILITIES WILL INCLUDE :

- **Quarterly Property Reporting:** Produce comprehensive quarterly reports covering commercial and residential assets in Bangkok to provide actionable insights that support sales and client decision-making.
- **Special & Radar Market Reports:** Develop in-depth reports on specific markets such as Pattaya, Phuket, Hua Hin, Koh Samui, and other emerging regions, identifying new opportunities for lead generation.
- **Market Intelligence and Timely Reporting:** Create special reports, commentaries, and weekly market insights on property-related topics including hospitality, tourism, industrial, commercial, and residential sectors, as well as property policies, demographics, and economic trends, aimed at driving client engagement and sales conversions.
- **Property Database Management:** Maintain and oversee the property database to ensure high-quality, accurate data, supporting the company's ability to offer premium insights that attract and retain clients.
- **Market Presentations:** Conduct regular presentations on property market trends for internal teams, clients, and public speaking engagements, positioning the company as a leader in the industry and driving new business leads.
- **Lead Generation through Research:** Develop specialized research materials and market analysis reports that identify business opportunities, track leads, and support sales efforts for the company's consulting and report sales services.
- **Supervision and Participation of Surveys:** Conduct property market surveys and client interviews to gather actionable insights, creating customized reports that can be leveraged for upselling and expanding client relationships. Supervise the team members for surveying activities
- **Research and Consulting Reports:** Write detailed market research and feasibility study reports that not only provide clients with valuable insights but also present opportunities for cross-selling and expanding consulting services.
- **Collaboration with Sales Teams:** Work closely with the sales team to identify and qualify potential leads from market reports and presentations, assisting in the conversion of these leads into consulting clients or report purchasers.
- **Driving Sales Growth:** Actively contribute to sales strategies by identifying market gaps and proposing new products or services that cater to client needs and drive revenue growth.

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ASSISTANT MANAGER ADVISORY SERVICES

Qualification Requirement :

- Bachelor's degree in business administration, Finance, Real Estate, or related field; master's degree preferred.
- At least 3 years of experience in advisory or property analyst role.
- Excellent English in both verbal and written communications.
- Strong industry knowledge and expertise across various commercial real estate sectors, including office, retail, industrial, and multifamily.
- Strategic thinking and problem-solving abilities, with a focus on delivering innovative solutions and adding value to client relationships.
- Proficiency in financial analysis, modeling, techniques, as well as real estate software and technology platforms.
- Strong organizational and multitasking abilities to manage different duties efficiently.

YOUR RESPONSIBILITIES WILL INCLUDE :

We are Looking For: A high-performing Assistant Manager to lead client engagements, assist manager in supervising the advisory services team and deliver real estate advisory to clients. Lead client engagements by understanding their business objectives, analyzing market trends, and providing strategic advice on real estate opportunities and challenges.

- Identify and pursue new business opportunities, including cross-selling and upselling to existing clients, as well as prospecting and networking to generate leads.
- Provide leadership and mentorship to a team of real estate professionals, including analysts, and consultants, to ensure high performance and client satisfaction.
- Prepare and present proposals, presentations, and reports to clients, articulating value propositions, project scopes, and deliverables.
- Conduct financial analysis, feasibility studies, and investment evaluations to support decision-making and optimize client outcomes.
- Oversee the execution of client projects, ensuring deliveries are met on time, within budget, and to the highest quality standards.

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