

Job Title: Junior Business Development
Join the Top European real estate developer

Division: Development

Location/Office: Budapest, Hungary

Reporting to: Country Manager Hungary

Goodman is an integrated property group that owns, develops and manages industrial property and business space.



- + Own: Goodman buys property for the long-term, providing ongoing relationships with customers and investment opportunities for its funds
- + Develop: Goodman's tailor-made developments across Asia Pacific and Europe are designed to meet the individual needs of its customers
- + Manage: Goodman's in-house property services teams ensure the operational needs of its customers are met and its assets are maintained to an exceptional standard. This generates increased customer satisfaction, higher retention rates and, in turn, secure returns for investors.

Primary Objective of this position:

A great commercial opportunity for an ambitious young and bright professional has now arisen to join our Hungarian Development team. The Junio Business Development will be involved in Real Estate development projects and will actively participate in the future success of our country organisation. The role is highly challenging and entailing a steep learning curve on both commercial skills and knowledge of the real estate market and its dynamics.

Accountabilities & duties

- + Prepare internal approval documents necessary to assess and carry on development, leasing
- + You will actively participate in the future success of our country organization
- + You will carry out market research on competitors, customers and market trends.
- + You will be responsible of developing new leads
 - ✓ Prospection & commercial activity
 - ✓ Meetings with potential customers
 - ✓ Analysis of needs (size, location, implementation ...)
 - ✓ Feasibility calculations
 - ✓ Write down proposals
 - ✓ Follow up
- + Support the CEE Marketing Manager on updating marketing materials
- + Support the local property manager with commercial administrative tasks

Skills, Knowledge and Experience:

- + Must be able to form good relationships at all levels of the business, good people skills are critical for this role.
- + Bright analytical thinker – high level analytical ability and skills – advanced MS Excel skills.
- + Business school or University graduated (Real Estate, Economy, Finance, or Law)
- + Previous experience in real estate (Investor, advisor, bank) or in M&A / private equity is a plus
- + Understanding of real estate business is a plus
- + Good written and spoken English is a must
- + Must be literate in MS Word and PowerPoint applications
- + Must have a high level of report writing skills
- + Able to 'think out of the box' and take ownership of assigned projects
- + Flexible to travel within the CE operations
- + Driven approach and able to work under pressure
- + Willing to learn fast and take on increasingly more responsibilities
- + Excellent communication skills combined with a good eye for detail will be highly beneficial for this position