

**BUSINESS DEVELOPER – POINTCO HEALTHCARE – ASAP
PORTO
PORTUGAL**



Company

With around EUR 150M of transactions completed in 2020, PointCo Capital, a French company, is positioning itself as a growing company in commercial real estate consulting. Specializing in the health sector, its presence in Portugal, the United Kingdom and Spain makes it one of the European specialists in the sector.

Thanks to its international network, PointCo Capital brings together 2 activities:

- The consultancy division, which aims to propose investment offers built on its analytical skills and its network of partners;
- The investment division, which carries out real estate and corporate transactions.

PointCo Capital is a company of human dimension with the ambition to develop its presence abroad, to diversify its activities around its area of specialization and to reinforce its commercial efficiency, bringing more added value to its clients and partners.

Responsibilities

- You will participate in the sales cycle from the first contact to the subscription;
- Will prepare all administrative processes for your future customers;
- You will create your own brochure portfolio;
- Participate in meetings with your potential partners, the CEO, and the development manager;
- You will work on a semi-autonomous basis to establish and develop the activity on the Spanish Market;
- You will actively contribute to the commercial strategy;
- You will contact potential prospects in Spain.

Required profile

- Spanish native;
- Background of studies: Business, Real Estate, Commercial and Sales;
- Good organizational skills and autonomy;
- Business knowledge: you have analytical skills. Ideally, you have a first approach to the commercial area;
- You have good interpersonal skills and good sense of contact. In addition, you have a taste for results and challenges;
- Computer skills: good ability to use Word, Excel, Power Point office tools;
- Language skills: English for everyday use.

Send your resume to: hr@pointcocapital.fr

