

Job Role

Property Valuer

Responsible to

Director

### Job purpose

To work and develop within an established brand that has an ambitious growth strategy with an ethos of delivering first-class customer service. The Property Valuer has a significant part to play in generating branch revenue by conducting property inspections and competitive valuations, which result in the securing of marketable properties. The generation and nurturing of new business leads through first class sales pitches to prospective customers is key to the success of this role. The development of an excellent understanding of the local property market movement is also essential, coupled with the self motivation to continuously learn and develop in order to stay ahead of the market, are important aspects to achieving success in the role. Displaying a high sense of integrity and commitment to customer support, service and satisfaction are central to the Movuno team culture.

Demonstrating passion for excellence with respect to treating and caring for Customers and ensuring all enquiries are responded to in a slick, quick and efficient manner.

Operate as an Ambassador of the Movuno Brand at all times

### Summary of main duties

#### KEY ROLES AND RESPONSIBILITIES

1. Attend potential customer properties to view and value their property and promote the Movuno brand and benefits in order to secure instructions to sell.
2. Conduct property market appraisals and valuations data research to ensure an excellent understanding of the local area market property price movement.
3. Develop and deliver a professional sales pitch that is designed to effectively highlight the high standards of our sales service delivery, as well as the variety of our other products that can support a Customers service experience.
4. A professional and empathetic approach to sales that is effective during negotiations and focussed on achieving a close, and always in accordance with Company policies and procedures.
5. Identify opportunities to generate new business and focus on exploring every customer lead.
6. Build and continually develop strong customer relationships.
7. Identify methods and approaches that raise the Company profile, including improvements to its social media presence and canvassing in the local area.
8. Effective, regular communication within the Team to ensure they are kept up to date and are aware of progress as well as challenges/hold-ups.
9. Responsible for compiling and generating reports as required by the Company in a professional and timely manner.
10. Support the Sales Negotiating Team from time to time, as required.

11. To work collaboratively and communicate effectively with all team members within Movuno to deliver results and ensure customer requirements are met.

## SKILLS AND EXPERIENCE

1. Excellent customer service, communication and interpersonal skills;
2. Proven track record of cultivating sales relationships;
3. Some knowledge of the property market, types of property / values;
4. Effective sales approach with the ability to negotiate and close;
5. Property or Estate Agency background, or similar;
6. Excellent research skills;
7. Driven and motivated to develop new business opportunities;
8. Structured and organised with meticulous detail recording skills;
9. Strong business relationship building skills;
10. Target driven and self-motivated, results / goals orientated;
11. Good IT skills.

The company is small but growing and all employees are expected to work as a team in a collaborative manner. You may therefore be reasonably required, from time to time, to undertake other duties by the Director or other Senior Management in the Company. This job description may be varied in consultation with the post holder to reflect

