



SONG SAA

SONG SAA COLLECTIVE

REAL ESTATE SALES MANAGER

COMPANY OVERVIEW

Through an integrated approach across property, hospitality, design and investment enterprises, as well as a standard-setting foundation, Hong Kong-based Song Saa Collective combines ethics-led business practices with needs-based social actions. Song Saa strives to honour the past, consolidate the present, and build a better future throughout Southeast Asia and beyond.

Song Saa's first venture, the award-winning Song Saa Private Island, opened in 2012 and pioneered conservation-based luxury tourism in Cambodia's Koh Rong Archipelago, working with surrounding villages, the Cambodian government, financial investors, donor partners, and broader stakeholders to improve local livelihoods and preserve the region's marine life and rainforests.

With this knowledge and experience, the Song Saa Collective has created a 21st-century business model that employs business as a positive-and-profitable agent of change. The Collective is currently developing an extensive 200+ hectare eco-park near Siem Reap's Banteay Srey temple. At the heart of this project is the appreciation that, while the prime economic activity is the construction and operation of tourism-based facilities, the project entails a strong commitment to the regeneration, restoration and resilience of the project site and its surroundings. This includes rewilding indigenous fauna and flora, restoring rainforest and wetland communities, conserving Khmer heritage and improving local livelihoods sustainably. This is all while partnering with the world's best developers, hotel operators, designers, technologists, conservationists and thought-leaders to create a tourism hub to embrace Cambodia's unique cultural heritage, natural beauty and personal charm and make a difference in the world.

Each Song Saa endeavour is committed to authenticity, integrity, creativity, innovation and beauty, along with a focus on the triple bottom line: delivering outstanding products and services, running a profitable business, while benefiting our planet and its people. By incorporating cutting-edge technology, respect for cultural heritage and a design-led aesthetic, Song Saa seeks to empower people from around the world, reviving and regenerating local societies while fostering intimate connections between individuals and their consumption of experiences and material goods.

The Real Estate Sales Manager will support Song Saa's property development arm to sell existing real estate projects as well as launch two new projects later in the year.

OBJECTIVES

The key objectives of this role are to assist the CEO to market the development of sustainable tourism-focussed real estate projects in Cambodia, sell the current and upcoming land plots at the Song Saa Reserve, as well as other property development projects for Song Saa, including the luxury resort villa project launching in Q4.

Initially reporting to the CEO of Song Saa, this position can either be based in the Hong Kong Head Office with regular visits to Cambodia, or in Phnom Penh, Cambodia.



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DUTIES:

- Identify and develop new sales leads – maximise exposure in potential groups, events, seminars and conferences in the region
- Maintain existing sales channels and open up new channels
- Client relationship management – maintain good relationships with all clients and leads, and convert new leads into sales
- Utilise various media channels to drive sales, particularly social media
- Facilitate land sale activities – land purchase agreements, land title transfers and registrations
- Work with both Hong Kong and Cambodia-based lawyers to prepare and execute sales documentation
- Arrange and lead necessary site inspections
- Develop and execute comprehensive sales & marketing plans
- Generate monthly, quarterly and annual sales reports
- General legal and administrative related tasks
- Keep management informed by reviewing and analysing special reports, summarising information, and using statistical data to identify property market and development trends in Cambodia and the wider region

JOB REQUIREMENTS

- Minimum 5 years' experience in commercial real estate sales
- University degree preferably in real estate, business or related discipline
- Ability to pitch, present, negotiate and close deals
- Ability to negotiate real estate contractual documentation
- Ability to work under pressure and meet deadlines
- Has the drive to achieve sales targets
- Experience in frontier sales in Southeast Asian markets, especially in Cambodia, will be an asset
- Result-oriented, self-motivated, organised and can work independently
- Handles confidential information with a high degree of discipline
- Has a great sense of adventure and is willing to do fieldwork when required
- Has a passion for sustainable development and is enthusiastic about making a difference
- Excellent English communications, analytical and writing skills
- Computer knowledge – MS Office applications, internet, email, cloud-based software

Interested applicants should submit their CV to jessie@songsaa.com

Learn more about the Song Saa Collective at:

www.songsaacollective.com

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