



VR PROPERTY MANAGEMENT LIMITED



#JOB-2395781



Suite 109, The Capel Building, Mary's Abbey,

Dublin 7, D07 EC93



No of positions : 1



Paid Position



39 hours per week



34000.00 Euro Annually



11/06/2025



09/07/2025

How to apply

Application Method :

Not available



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Business Development and Account Manager (Greater China Market)

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

VR Property Management Limited, a licensed property services provider specializing in property sales, lettings, and management services for both residential and commercial properties in Ireland, is seeking a dynamic and experienced Business Development and Account Manager (Greater China Market) to drive growth and strengthen the company's presence within the Greater China market. You will be responsible for supervising the management of the company's key accounts and leading primary business development and marketing strategies within the Greater China market.

Responsibilities:

Business Development:

- Identify and pursue business opportunities in China, Hong Kong, Taiwan, and Malaysia to expand the Chinese client base for Irish residential and commercial real estate.
- Build relationships with investors and high-net-worth clients in Mandarin-speaking regions.
- Develop business development strategies targeting Chinese property investors and tenants in Ireland.

Account Management:

- Establish and optimize effective account management processes and strategies throughout the Greater China market.
- Oversee relationships with the company's commercial partners and corporate clients in the Greater China area.
- Manage portfolios for clients from China, Hong Kong, Taiwan, and Malaysia in the Irish real estate market.

Marketing Strategy:

- Lead online marketing campaigns targeting Mandarin-speaking investors and tenants on platforms like WeChat, Weibo, and Baidu.
- Collaborate with marketing to create Mandarin content and optimize SEO/SEM strategies.

Networking and Market Expansion:

- Leverage networks in China, Hong Kong, Taiwan, and Malaysia to expand business in the Irish real estate market.
- Represent VR Property Management at investment events in these regions.
- Conduct market research to identify trends and opportunities in both the Chinese and Irish property markets.

Requirements

- 3-5 years of experience in business development or real estate, focusing on the Greater China market (China, Hong Kong, Taiwan, Malaysia).
- Proven track record in managing key accounts and driving international real estate sales.
- Fluent in Mandarin and English; Cantonese is a plus.
- Strong knowledge of both the Greater China and Irish real estate markets.
- Experience with digital marketing platforms like WeChat, Weibo, and Baidu.
- Established network in Greater China.
- Skilled in SEO/SEM and Mandarin content creation.
- Excellent communication and relationship-building abilities.
- Bachelor's degree in Business, Management, Real Estate, Marketing, or related field.
- **Sector:** real estate activities

Career Level

- Managerial