

Luxury Sales Advisor

VDB Luxury Properties is seeking a commercially driven and relationship-focused Luxury Sales Advisor to join VDB Luxury Properties and manage a pipeline of high-net-worth international clients looking to purchase exceptional properties in Barcelona and its surroundings. In this role you will take ownership of the client relationship from the first conversation to closing and beyond. By understanding our clients, earning their trust, and delivering exceptional guidance, we create long-term relationships that lead to successful transactions. If you thrive in a fast-paced environment and have a track record of closing high-value deals, this is your opportunity to drive significant revenue within one of VDB's core business pillars.

- Build trusted, long-term relationships with high-net-worth international clients, representing VDB with professionalism, discretion, and exceptional service and proactively nurture the VDB database,
- Own and strategically manage a high-value pipeline of qualified opportunities, ensuring disciplined follow-up and progression.
- Respond quickly and professionally to VDB-generated leads, establishing clear next steps and maintaining momentum throughout the buying journey.
- Manage the complete sales process from qualification and property search through viewings, negotiation, closing, and final signature.
- Identify the best properties for each client across VDB's portfolio and the broader Barcelona luxury market. Source opportunities through collaborating agencies, property owners, VDB's network, bespoke searches, and off-market channels.