



CHRISTIE & CO

Position: Hotel Investment Consultant – Investment Department

Location: Madrid/Barcelona, Spain

Start Date: ASAP

About Christie & Co

Christie & Co has provided valuable advice to clients within their specialist sectors for over 88 years. The business was established in London in 1935 and has successfully expanded to provide professional brokerage and advisory services throughout an extensive network of offices in the UK and Europe, being established in Spain in 2000.

Christie & Co Hotel division is a pan-European business which supports investors, owners, operators, and partners shape investment strategies that optimize hotel real estate values. Working with Christie & Co provide our clients with a one stop shop for acquisition advice, performance monitoring services, expert witness services, investment sales, operator selection and contract negotiation, research consultancy, strategic advice, and valuations.

We are solution driven to exceed our clients' expectations and work in collaborative, trustful and highly demanding quality services environments with the goal to develop long lasting client relationships.

Position Summary

Christie & Co is looking for a Junior or Senior Hotel Consultant to join the dynamic Hotel Investment team in our Barcelona/Madrid office.

The Investment team's key focus is to deliver solutions to our clients to maximise the potential of their business and investments. Our team services are designed to support clients through every stage of their investment: acquisition target search and site identification, operator search and contract negotiation, and investment sales.

The Hotel Investment Consultant will be matching buyers with sellers and operators with owners through the full lifecycle of a business sale or search of operator. He/she will generate initial leads to sell, process instructions and manage deals to completion. This means he/she will have full exposure to clients, their business for sale, brands, and applicants looking to buy. He/she will assist the senior members of the Investment team in all day-to-day tasks.

Additionally, the Hotel Investment Consultant will assist the Consultancy team when required, working on feasibility studies, valuations, and market studies. Finally, she/he will work seamlessly with the wider Pan- European team to complete portfolio transactions or cross-border assignments.

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Responsibilities Include

- Client relationship management: Developing relations with existing clients and with new and potential clients.
- Identifying potential investors for specific assignments, contacting clients directly and following up during the lifetime of the assignment, and attending relevant hospitality events.
- To conduct field visits of properties and submarkets
- Active participation in all aspects of transaction and search of operator processes.
- Use & development of financial models to price hotels and evaluate the impact of different capital & operating scenarios.
- Preparation of high-quality deliverables and presentation materials to clients, including pitches, price advice, information memorandums and teasers, and all other transaction related documentation. Liaise with our marketing team when and as necessary.
- Evaluation and negotiation of operating agreements, including fixed and variable leases, management and franchise agreements.
- Drafting of research reports and press articles on the investment market and trends: Monitoring relevant industry trends and their potential impact.
- Active role in sale and business development meetings to generate enquiries and assignments: Presenting Christie & Co credentials, delivering pricing advice and securing sale mandates.
- Over the phone and in person, to present preliminary information about hotel opportunities to potential buyers and to answer basic questions about due diligence materials.
- To maintain appropriate contact with clients including the preparation of regular reporting documents during marketing efforts.
- To track client intelligence via the maintenance of various internal databases.
- Property inspections and viewings with owners and clients.

Requirements

- Business Acumen, Negotiation skills and Sales oriented.
- Previous experience on Business development on hotels, Real estate, or travel agency.
- Analytical, modelling and research skills. Attention to detail.
- Self-organized and motivated. Persistent and intuitive.
- Enjoy working in a fast-paced environment. Able to prioritise workload and to work under pressure and to deadlines.
- Energetic, driven, and independent. Able to use own initiative.
- Team player.



- Flexible & adaptable, responding well to change.
- Strong verbal and written communication skills. Polite and professional.
- Advanced Spanish and English written and verbal skills. Additional languages are desirable.
- Advanced knowledge of MS Outlook, Word, Excel & Power Point. Understanding of Sales Force Database is desirable.
- Portuguese & Knowledge of Portuguese market is desirable.
- Driving license is desirable.

Working Relationships & Contacts

The role will work closely with and report directly to the Associate Director of Investment and, indirectly, to the Managing Director for Spain & Portugal. Equally, you will work closely with other team members in the country and with the support team of IT, administration, and marketing personnel.

You will be encouraged to assist the team with external client meetings to help build the client and contact base and help generate business for the team.

What we offer

- Excellent atmosphere in a dynamic and very professional team
- Modern offices in the centre of Barcelona and Madrid
- Flexibility and autonomy
- Integration in an international company with pan-European interaction
- Opportunities for growth through learning and progression within the company
- Competitive bonus/commission structure
- Liaising with key external stakeholders in the hotel industry

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