



Sales Negotiator

Full Time

Based in Mallorca

We started Charles Marlow & Bros in 2013, an independent estate agency with an office in the stunningly beautiful village of Deia on The West Coast of Mallorca. Today we are a team of nine spread across the Balearic Islands specialising in luxury sales and rentals in Ibiza as well as Mallorca.

We sum up our approach to our work as “Mastering the Art of Real Estate”. We are constantly learning, adapting and innovating - which keeps things interesting - as we strive to offer exceptional service for those looking to buy, sell or rent a home here.

We are proud to be the most trusted agency in the areas we operate.

What you’ll be doing

- Working with the West Coast Sales Director, to run our sales division in Mallorca
- Helping to maintain and build relationships with our high net worth buyers and homeowners
- Arranging viewings and carrying out viewings
- Preparing houses for viewings
- Offering post viewing feedback to homeowners
- Helping to build on our portfolio of the best hand picked homes along the West Coast



You are

- Highly capable and experienced in holding conversations and building relationships in the luxury sector
- You hold a full driving licence
- Able to work on the highest level of direct communication to maintain strong relationships with your team, clients & collaborators
- A team player and a people's person
- Based in Mallorca - with paperwork to work in Spain
- Fluent in English, and in Spanish.

Bonus if you are

- Knowledgeable on the Balearic Islands and the property market
- Fluent in Mallorquin and any other languages
- Experienced in managing a portfolio of luxury sales properties
- Experienced in working with other luxury companies /collaborators
- Experienced working with Asana, or similar project management systems

You get

Salary & Bonus: up to €50k based on experience

As well as your salary, you will receive all the benefits that come from being a Charles Marlow team member. You will work alongside a great team who are passionate about what they do, and in a company that places fun and creativity at the heart of it. We are a team full of energy and ideas - so there is a real opportunity to make a difference with us. We are happy to discuss flexible working as we feel it is essential the team can balance work and home life.

We believe in equal opportunities and we celebrate diversity. We're an inclusive workplace, where everyone is welcome to be the best versions of themselves.