



Position: Real Estate Solutions Consultant

Department: Professional Services

Reporting to: VP Operations - APAC

Location: Singapore

About ARGUS Software

ARGUS is the developer of industry standard products including ARGUS Valuation - DCF, ARGUS Asset Management, ARGUS Enterprise, ARGUS Lease CRM, ARGUS Developer, and ARGUS budgeting solutions. ARGUS Software provides solutions and services that enable real estate professionals to better manage the financial and operational performance of their property portfolios and development opportunities. We are the industry standard software provider globally and already have an established and prestigious client base in APAC. Our clients include major agents/service providers, asset managers, funds, REITS, investors, developers and construction companies.

Position Description

Reporting to the VP of Operations – APAC, You will be part of the Professional Services Team participating in all pre-sales and post-sales activities and play an important role in ensuring that our solutions are delivered to our clients in a cost efficient manner, both for the clients as well as our organization. In the process, you will be interacting and working closely with business managers and users, as well as the IT department of our clients, which include leading asset managers, funds, appraisers and developers throughout APAC & Middle East region. You will also be working with our internal team as well as our implementation partners to ensure that our solutions are meeting and exceeding our clients' expectation.

Responsibilities:

- Acquire in-depth product and domain knowledge through product and on-the-job training, industry seminars and conferences to become capable of providing champion solution to the real estate industry
- Participate in pre-sales including but not limited to in-depth product demonstration, responding to RFI and POC
- Participate in post-sales activities, including but not limited to project implementation, training, client support, financial modeling services
- To coordinate with team members and/or 3rd party implementation partners to fulfill project requirements and timely delivery
- Participate in tradeshows and demonstrate product in tradeshow
- Feedback detail and accurate users' requirements into our corporate system, in a timely basis
- Work with product manager in a Business Analyst capacity as and when required

Required Skills:

- 2 years pre-sales or consulting experience in business or financial solutions
- Fresh graduate from Business/Finance/Accounting or Real Estate disciplines or with domain knowledge (commercial real estate financial) may apply
- Knowledgeable in leasing, property management, financial modeling and accounting
- Experience in project management methodologies is a strong advantage

- Excellent knowledge of Microsoft Office products. Knowledge with Microsoft System and Business products will be a strong advantage
- Excellent customer service skills
- Aptitude for learning new technologies/applications.
- Good analytical skills and attention to detail.
- Able to work independently.
- Confident and professional manner.
- Excellent written and verbal communication skills.
- Self-motivated team player.
- Ability to work under pressure, prioritize and meet deadlines when required.
- Good communication skills – telephone/email/proposals.
- Excellent written English and ability to represent ARGUS professionally at all times
- Ability to converse in Mandarin or any other Asian languages is an advantage
- Availability to travel at least 25% of the time

How to Apply:

Please send a cover letter specifying the position of interest along with your resume to:
spang@argussoftware.com