

# RECRUITMENT

## INDEPENDENT PROPERTY CONSULTANT



*Beaux Villages*  
IMMOBILIER

# ARE YOU OUR NEXT INDEPENDENT PROPERTY CONSULTANT?

**Joining BVI means becoming part of an extraordinary and collaborative network of professionals**

As an Independent Property Consultant, you will receive first-class training and gain accreditation with our business, granting you access to an extensive suite of cutting-edge digital

tools.

With our superb marketing resources at your fingertips, you'll have everything you need to effectively promote your independent company.

Additionally, by leveraging the strength of our locally and internationally recognised brand, you'll benefit from enhanced professional credibility and a competitive edge in your market.

**Let's work together to achieve greater success. Join BVI today and take your new business to the next level!**





## OUR CORE VALUES AND ETHOS

At BVI, we are more than a business - we are a community of like-minded, service-oriented professionals dedicated to delivering exceptional results for our clients. Whether they are buying or selling, we believe every transaction should be a win-win, creating value for everyone involved.

### WHO WE ARE

#### • CLIENT-FOCUSED EXCELLENCE

We genuinely care about our clients and their goals, striving to give the best experience possible

#### • A CULTURE OF TEAMWORK

We are fiercely proud of our expertise and the unwavering support we provide to each other.

#### • EXCEPTIONAL RESOURCES

From in-house legal services to financial stability, digital marketing and sales support, our collective strengths have earned us glowing testimonials, industry awards and recognition as Savills' exclusive associate in southwest France.

#### • DIVERSE & EXPERIENCED

We are a multi-national, multi-lingual and multi-cultural team, most of us have personally experienced relocating, buying and/or selling property. We bring this perspective to every client relationship.

### OUR STORY

Founded in 2008, we've grown to a thriving business of 250 people, operating from 20 agencies and offices across south-west France. Our journey over the years reflects our unwavering commitment to building a people-focused business rooted in collaboration and excel-

lence. In recent years we've weathered Brexit, a global pandemic and shifting economic cycles while staying true to our core values: teamwork, resilience and care for our clients and for each other.

### OUR VALUES

At BVI, it's not just about commercial experience. We prioritise personal qualities, such as empathy, dedication and a collaborative spirit over everything else. Not everyone fits our culture, but those who do thrive in an environment where mutual respect, genuine care and teamwork are non-negotiable.

"The team spirit and overall warm 'feel' throughout BVI is palpable and the diversity of international clients is really interesting." *Christian Windels*



“Partnering with  
Beaux Villages  
Immobilier means  
joining a business  
with a proven  
track record,  
an enduring  
commitment to  
quality, and a  
collaborative  
ethos designed to  
help you thrive.”

*Lynn Conzley*

PRESIDENT



## WHY JOIN US?

- **A supportive, people-first culture** that fosters growth and collaboration
- **Recognition and resources to help you excel**, including best-in-class tools and industry partnerships
- **The opportunity to be part of a diverse, internationally respected team** with a shared mission to create value for our clients

### LET'S BUILD YOUR BUSINESS TOGETHER

If you're seeking a workplace where your dedication and values are matched by a supportive and innovative team, BVI is the place for you. Together, we'll make a difference for our clients and for each other.

## WORK WITH THE BEST

### WE OFFER AN AWARD-WINNING SERVICE

BVI has proudly been voted Best Estate Agency in France (5-20 offices) for seven consecutive years, as well as Best Website in France, by an independent panel of over 100 industry experts. These accolades are a testament to the professionalism and dedication of our entire team. We are delighted and proud that our unwavering commitment to customer care has been recognised at the highest level in the industry.

### HAVE YOU GOT WHAT IT TAKES TO MAKE THE BEST EVEN BETTER?

## HOW DO YOU KNOW THIS IS THE RIGHT JOB?

**At Beaux Villages Immobilier, we value individuals who share our passion for excellence, collaboration and personal growth.**

**To thrive as a partner in our network, you'll:**

- ✓ **Have an inquisitive mind and a desire to learn**
- ✓ **Be confident and sociable**
- ✓ **Have a friendly disposition and a flexible, accommodating approach**
- ✓ **Have competent IT skills**
- ✓ **Excel in administration, planning, and organisation**
- ✓ **Be legally permitted to live and work in France**
- ✓ **Hold a valid driver's license and have your own car for travel**

**BVI provides the tools, support and brand recognition to help you succeed whilst you enjoy the independence of running your own business**



"I immediately felt like a valued part of the team and, from the start I've been really impressed with the level of training and support."

*Sophie Stokes*



"I really enjoy my job and helping my clients' dreams come true!"

*Henry Chalmers*



## THE ROLE OF BVI IN YOUR SUCCESS

Partnering with Beaux Villages means you're never alone in your journey. From day one through to your first sale – and throughout your career – we are here to provide unwavering support through:

### • Guidance and mentoring

From recruitment to your first sale, our team offers advice, encouragement, mentoring and practical assistance every step of the way

### • Training for lasting success

Our initial training program, delivered by experienced professionals, covers every aspect of working in the French real estate market. This foundation is just the beginning – training and mentoring continues throughout your career with Beaux Villages, ensuring you remain at the top of your game and fully equipped to succeed

### • Unmatched brand promotion

The BVI brand is actively promoted across the French and international property markets. Your proper-

ties will gain maximum exposure through top portals, print advertising and local marketing via our offices and agencies – all aligned with our top-quality brand

### • Effective marketing materials

We create tailored, professional marketing materials to help Independent Property Consultants promote themselves and their businesses in their local markets

### • Administrative support

Our industry-leading, back-office teams assist with many administrative activities, allowing you more time to focus on growing your business

### • Regular industry updates

Stay informed with regular updates

on legislation, market trends, and industry insights to ensure you work safely, effectively and always in compliance with the law

### • A collaborative network

Enjoy the benefits of working within a team-oriented environment while maintaining your independence as your own boss. Collaboration with other IPCs opens doors to new opportunities and shared successes

### • Unwavering support through all challenges

Whether navigating success or facing challenges, our management team – with decades of real estate experience – is always on call to help you overcome obstacles to keep moving forward.

**At Beaux Villages Immobilier, we are committed to supporting your success, empowering you to run your business with confidence and helping you achieve your goals**

# WHAT DOES AN INDEPENDENT PROPERTY CONSULTANT DO?

**As an Independent Property Consultant (IPC), you'll wear many hats and play a vital role in delivering exceptional service to clients.**

**At Beaux Villages, you're not just selling properties; you're building connections, delivering outstanding service and making dreams come true – for both your clients and yourself**

## **Your role entails:**

### **• Building client relationships**

Listen, consult, question, advise, inform, empathise and support. You'll provide expertise and guidance at every stage of the process, becoming a trusted advisor for vendors and buyers alike

### **• Maintaining a strong property portfolio**

Stay vigilant in your local area by prospecting for properties, securing sales mandates and ensuring a healthy pipeline of properties to meet market demands

### **• Understanding client needs**

Use excellent questioning and listening skills to truly understand the requirements of both buyers and vendors. Balancing their needs is challenging but critical to success

### **• Taking on new properties**

Attend appointments with vendors to build trust, gather information and develop relationships - a key

step to obtaining mandates and representing properties effectively

### **• Matching buyers to properties**

Identify properties that meet buyers' criteria, accompany them on viewings and provide valuable advice throughout the process, particularly once a sale is agreed

### **• Managing the sales process**

Act as the essential link between vendors and buyers, ensuring communication is clear and consistent. You'll keep all parties informed, answer questions, address concerns and maintain satisfaction throughout the transaction

### **• Building a strong local presence**

Develop a high profile in your area and grow a network of contacts.

Whether you're at a social event, out on errands, or meeting people in your community, you're always networking and identifying potential opportunities

### **• Handling administration**

The role involves plenty of admin: uploading property details to the sales system, organising key documentation, sending contracts for signature, managing emails, arranging inspections and more. When the sale is complete, you'll also invoice Beaux Villages for your hard-earned commission!

### **• Hitting the road**

An IPC spends a lot of time driving – rain or shine, fog or frost. You'll cover plenty of kilometers each year as part of the job.





"I love being part of a team that celebrates everyone's successes! It's never too late to consider a new career, I feel I have found my true vocation in life."

*Tina White*

## WHAT CAN YOU EARN?

**Your earnings are determined by your efforts.**

**With BVI's tools and support, the potential is yours to unlock**

An Independent Property Consultant earns commission by participating in property sales. Our collaborative style of working means you can earn an income whether representing the vendor or the buyer, or both in the sales transaction.

At Beaux Villages Immobilier, your income is driven by an unlimited commission structure that grows incrementally as you build your business and, whilst we don't impose sales targets, we're always here to provide guidance and support to help you reach your own goals.

## MORE MANDATES INCREASE INCOME POTENTIAL

- Your commission is calculated as a percentage of the net agency fee, which, in turn, is determined by the property's sale price.
- By consistently adding mandated properties to your portfolio, you'll attract a steady stream of potential buyers. Any enquiries will be sent directly to your inbox and will be available on your personal portal, allowing a seamless connection with interested clients.
- When you successfully sell a property from your portfolio to a client allocated to you, you'll earn the full commission for the sale.

**Some of our top property consultants are earning six figure incomes - that takes motivation, hard work and commitment**

# WE'RE A FULL-SERVICE AGENCY

**At BVI, we don't just sell houses - we can also connect our clients with a trusted network of specialists who can expertly guide them through the associated complexities of buying and selling property in France and, for international clients, relocation to a new country.**

As an Independent Property Consultant, referring clients to this expert panel of business partners not only enhances the credibility and value of your service, but it also provides you with an additional income stream through the commission payments available.

## OUR BUSINESS PARTNERS

- **Currency exchange** - providing a minimal risk, efficient currency transfer service to help clients secure the best exchange rates

- **Visas & vehicle registration** - helping your clients navigate their way through the daunting French administration system

- **Tax representatives** - specialised service for non EU residents selling

their second home in France.

- **Accountancy service** - advice on setting up a French business and filing a French tax return

- **Relocation & removals services** - moving to and from the UK and France

- **Wealth management & tax advisors** - offering a variety of

financial solutions, including pensions, investments and cross-border tax advice

- **Banking & insurance** - opening a bank account in France and signing up for house/health/car insurance with an English speaking agency

- **Mortgage advice** - help for clients in finding and securing the best mortgage deals

# THE MARKETING: A COMPREHENSIVE AND INNOVATIVE APPROACH

Beaux Villages Immobilier provides an extensive range of innovative marketing solutions to ensure your vendors' properties reach the right audience for you to work with:



## • AWARD-WINNING WEBSITE

All properties are showcased on our highly regarded, user-friendly website

## • EXCLUSIVE PARTNERSHIP WITH SAVILLS

For prestige properties, our strong relationship with Savills as their international associate for south-west France, provides added exposure and credibility in the global property market

With Beaux Villages, you can trust that your property is marketed with precision, creativity and a deep understanding of the real estate market, ensuring the best possible results for you and your clients

## • PREMIUM ONLINE ADVERTISING

Enhanced visibility through premium online adverts

## • DEDICATED QUALITY CONTROL

All adverts are professionally crafted to the highest standard

## • EXCLUSIVE MANDATES PRIORITY

Properties with exclusive mandates are prioritised, giving them a competitive edge in the market

## • AGENT NETWORKING

BVI collaborates with a network of introducing agents to broaden the reach of your portfolio

## • PRINT ADVERTISING

Properties are featured in international, high-quality print publications to attract a diverse audience

## • TARGETED MAILSHOTS

Mailshots are sent to our extensive

database of clients and to partner databases for maximum reach

## • AGENCY WINDOW DISPLAYS

Properties are prominently displayed in the windows of our agencies across south-west France

## • SOCIAL MEDIA PROMOTION

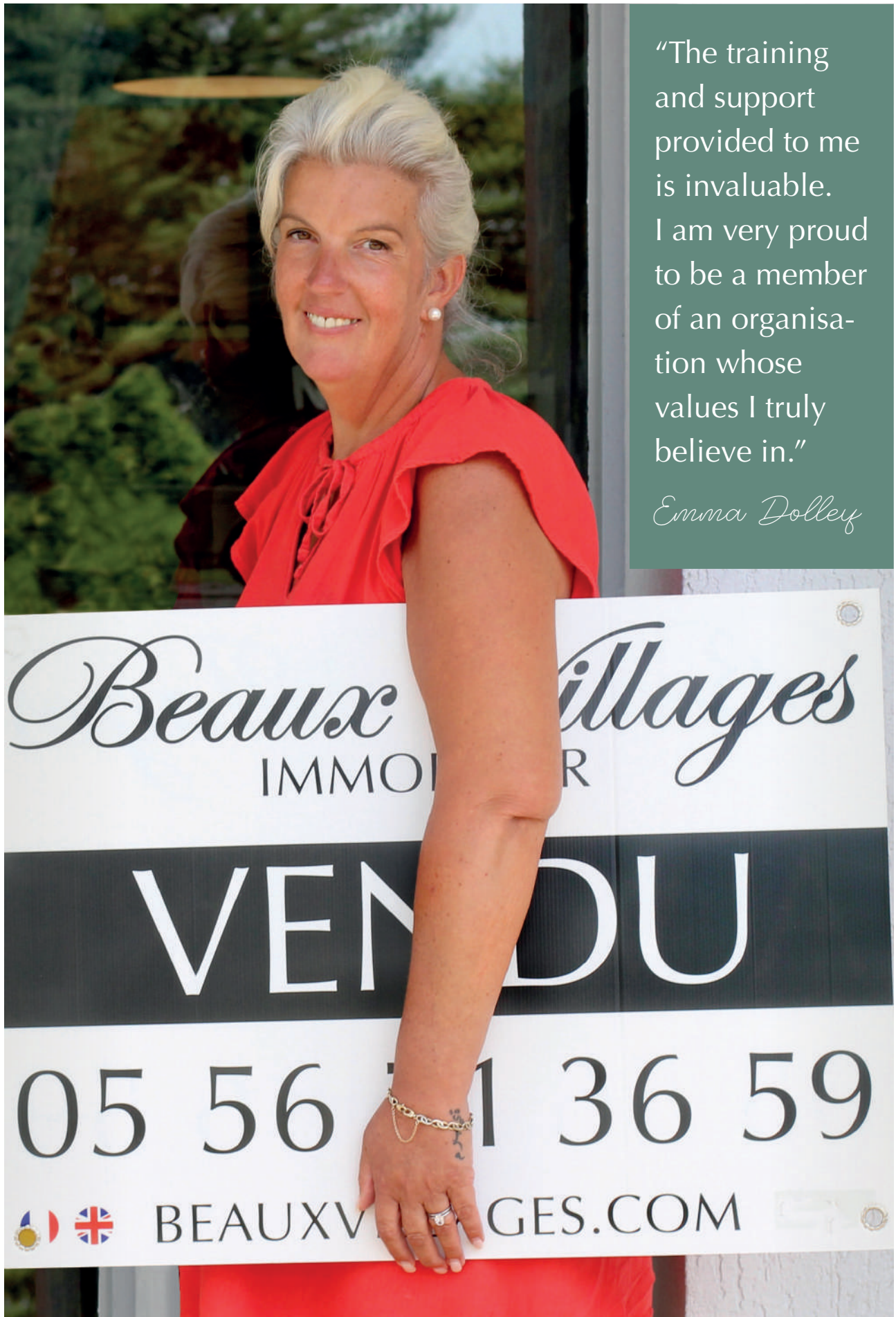
We leverage social media platforms to promote your properties effectively and engage with potential buyers and sellers

## • INTERNATIONAL EXHIBITIONS

Beaux Villages is present at leading international property exhibitions to attract a global audience

## • ADVERTISING ON LEADING PROPERTY PORTALS

Properties are advertised on the most effective and widely recognised property portals for maximum exposure.



"The training and support provided to me is invaluable. I am very proud to be a member of an organisation whose values I truly believe in."

*Emma Dolley*



## OUR PEOPLE SUPPORTING YOU

Having been awarded Best Estate Agency in France for seven consecutive years we are proud of our work ethic and the various departments and teams are here to help you succeed too.

### **NEW BUSINESS TEAM: ensuring compliance**

Our New Business Team works hand-in-hand with Sales Management to meticulously quality-check all property mandates, ensuring they meet the legal requirements for sale. They will keep you informed of all necessary steps, providing clear guidance to ensure this critical process is completed accurately and efficiently.

### **DOSSIERS TEAM: your legal support partner**

Our multi-lingual team of paralegals serves as the vital link between you, your clients and the Notaire's office. They expertly manage sales files, coordinating all necessary legal documentation, scheduling appointments and ensuring that all parties are kept fully informed throughout the entire sales process. With their support, you can focus on delivering exceptional service while we handle the legal details.

### **ENQUIRIES TEAM: professional and efficient support**

Our dedicated Enquiries Team handles calls, emails and general enquiries with professionalism and care. They ensure that any requests for information about your property are managed and allocated to you promptly and efficiently, providing seamless support for both you and your clients.

### **FINANCE TEAM: keeping the business on track**

Our Finance Team plays a crucial role in supporting the business by analysing sales activity and providing detailed management reports to ensure we all stay on course. They also manage payroll for our salaried team and ensure all invoices from our Independent Property Consultants are processed and paid without delay.

### **LEGAL TEAM: keeping you protected**

Our Legal team ensures that BVI and all its Property Consultants operate with full legal compliance. They oversee the monitoring of policies and business contracts, keep all teams informed of legislative changes, mitigate risks and manage data protection to safeguard the organisation.

### **MARKETING TEAM: getting you noticed**

Our Marketing team plays a pivotal role in helping our Property Consultants to promote their businesses and the properties they work with, through the most effective channels. With our expert knowledge and recognised brand, you will learn how to deliver tailored marketing to your local audience, using impactful marketing collateral, social media strategies and prospecting tools

### **SALES MANAGEMENT: working with industry experts**

BVI's Sales Management team brings together an impressive 170+ years of combined experience in property sales. Each team member is dedicated to providing exceptional support, motivation, mentoring and training to our Independent Property Consultants. From the very beginning of your journey with BVI, you'll be welcomed into a community of like-minded professionals who prioritise your success and well-being, sharing their wealth of knowledge and expertise to help you thrive.

### **TRAINING TEAM: helping you be the best**

Our award-winning service begins with an in-depth training program delivered by our dedicated and highly experienced Training Team. From induction to ongoing personal development, you'll benefit from experiential learning, online coursework and webinars and regular workshops throughout your career. Additionally, you'll have unlimited access to a full library of training materials, ensuring you're fully equipped for success every step of the way.

### **And the rest...**

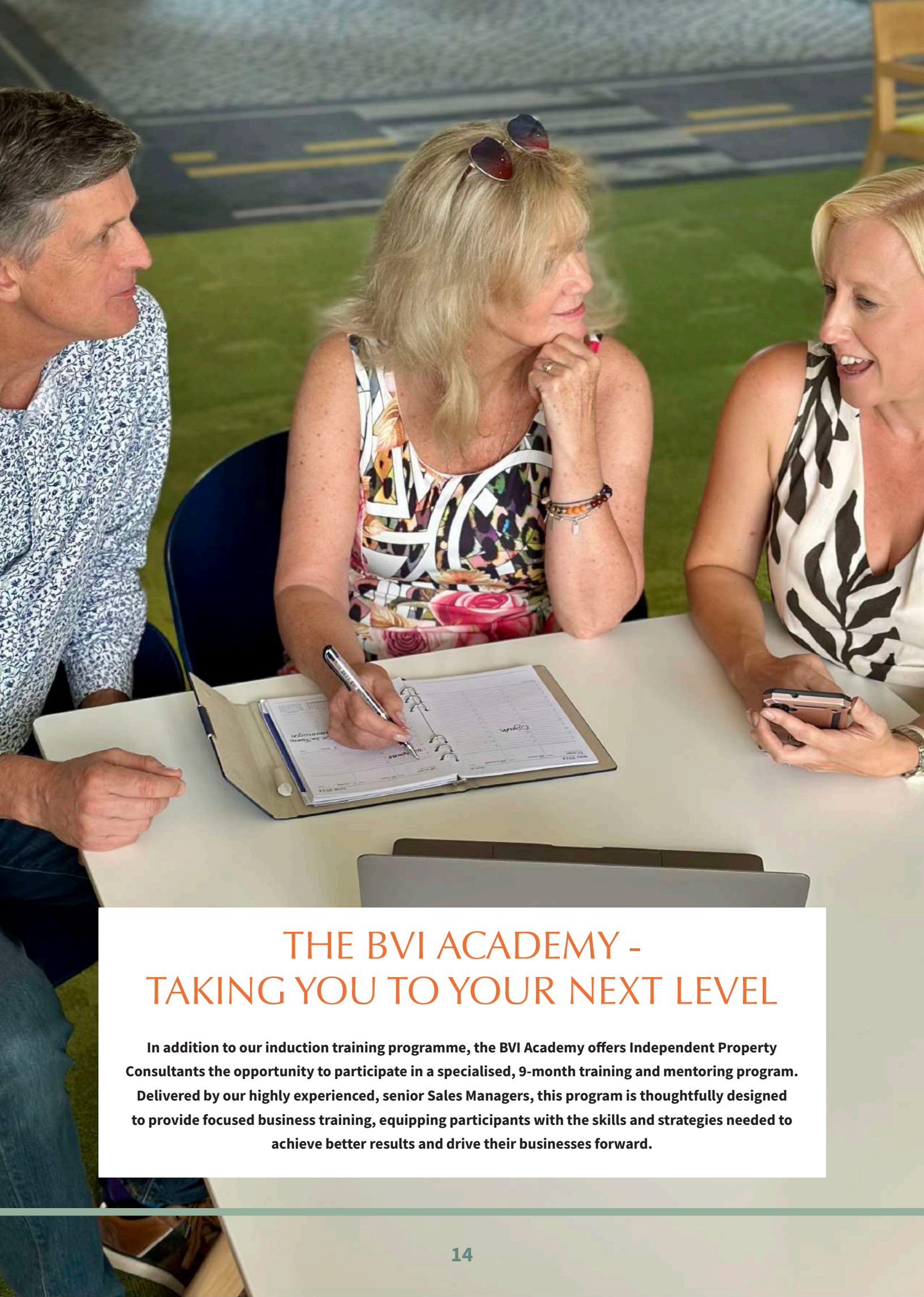
At BVI, we're committed to supporting you every step of the way as you work toward your business goals. Our expert Technical Team is here to help you navigate IT challenges, while our HR Team guides you through every stage of your journey - from recruitment and training to business setup support. Additionally, our Digital Team continuously develops and improves the work tools that our Independent Property Consultants use, whilst our Estates Team ensures that the BVI agencies and offices you might choose to work from are fully equipped and well-maintained to create the ideal working environment.

**As an Independent Property Consultant, you run your own business  
and are your own boss - but with BVI, you need never feel alone.**

"There is always someone ready and willing to help me deliver the best service possible. It's a demanding and challenging job, but lots of fun and financially rewarding - I wish I had done it sooner!"

*Rachael Gill*





## THE BVI ACADEMY - TAKING YOU TO YOUR NEXT LEVEL

**In addition to our induction training programme, the BVI Academy offers Independent Property Consultants the opportunity to participate in a specialised, 9-month training and mentoring program. Delivered by our highly experienced, senior Sales Managers, this program is thoughtfully designed to provide focused business training, equipping participants with the skills and strategies needed to achieve better results and drive their businesses forward.**

# FAQ'S

If you have  
any other questions  
or would like  
clarification on any of  
these FAQ's, don't  
hesitate to get in  
touch

## • Is this a salaried role?

No, an Independent Property Consultant is self-employed and therefore earns an income through commission payments.

## • How do I set up my French business?

In France, your business activity is officially classified as an Agent(e) Commercial(e) en Immobilier. To get started, you'll need to register your business on the Guichet Unique, the online French portal for creating new businesses. Additionally, it's a legal requirement to register with the RSAC (Registre Spécial des Agents Commerciaux) to work in this sector. The process is straightforward and our BVI recruitment team will provide you with clear step-by-step guidance, helping you navigate any challenges along the way.

## • Do I need to have experience in real estate?

No! Whilst previous experience in sales, marketing, or customer-facing roles is extremely helpful, you don't need to have existing experience of the real estate sector. Many of our successful Independent Property Consultants come from a variety of backgrounds and they learned how to succeed. What unites us is a shared drive to succeed and a commitment to delivering a premium experience for every client.

## • Do you set working territories?

No, as an Independent Property Consultant, you have the freedom to conduct business in any location of your choice. However, to prevent over-saturation, our recruitment strategy limits the number of consultants operating in close proximity. Using our market intelligence, we'll guide you in identifying the locations where your prospecting efforts are most likely to yield the best results.

## What will be my sales targets?

We don't impose sales targets on Independent Property Consultants. However, if you need support, BVI offers unlimited guidance to help you set your own goals and track your success as your business grows.

## • Do I need to be able to speak French?

Ideally, our Independent Property Consultants should be able to communicate in French to a reasonable conversational level in order to make the job work well for them. If you're not sure, let's discuss it together!

## • I don't live in France - can I still work as an Independent Property Consultant with BVI?

You need to be legally compliant to reside and work in France in order to work with BVI. If you're thinking of making the move, let's chat.





Want to know more about moving into an exciting, challenging and fulfilling career with

# *Beaux Villages*

IMMOBILIER



Contact us in complete confidence and without any obligation

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