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HARRODS ESTATES
LUXURY PROPERTY AGENTS

Established 1897

Christian de Meillac

BSc, Sales Consultant, New Developments

Summary

Christian has specializes selling high value international and UK property and new developments.

He has worked on overseas new developments providing consultancy advice on design, marketing strategies and helping create and implement new marketing platforms and campaigns. Christian has managed an overseas network of affiliate agents in Spain, Portugal and throughout the Caribbean and drove the sales of new product from London. Over many years, Christian has built up an extensive database of contacts in these regions selling both off-plan and completed properties to high net worth, international buyers from the UK and overseas.

Christian is responsible for managing New Development instructions and sales of individual new development properties. Amongst other interests, he plays golf for the national team of Trinidad and Tobago.

Experience

- Team leader of real estate sales across Spain, Portugal and the Caribbean
- Sold over £75,000,000 in overseas property
- Achieved record sales for team in 2013, surpassing targets and leading the department in income
- Managed a network of 13 associates across international markets with a portfolio of about 400 properties
- Sold luxury property in Mallorca, Marbella, Barcelona, The Algarve, Barbados, The BVI and more
- Pitching and winning exclusive agency on prime international properties and new developments across Europe and the Caribbean
- Ambassador for international team in Beijing and Shanghai private client events and property exhibitions 2014 & 2015
- Preparation and implementation of bespoke marketing campaigns, pricing advice, market analysis and research reports

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Education

University of British Columbia, Post Graduate Certificate in Real Property Appraisal
University of Central Florida, BSc Marketing

Specialist skills

Property valuation, CAP rate analysis, income flows, comparable analysis
Negotiation of property sales, pricing and marketing
Consultancy on new developments, market research, design and sales

Additional information

Member of The Mayfair & St James Association
USGA Handicap 1.9
Certified Level 3 by Krav Maga worldwide