

Beat: Business

ART OF DELIVERING THE BEST SERVICE IN THE LUXURY REAL ESTATE MARKET

BY REAL ESTATE BROKER ELIANE RIBEIRO

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USPA NEWS - In the luxury real estate sector, good selling skills are greatly appreciated. But it is obvious that for a good agent this is not enough, and professional qualities should not overshadow moral and ethical ones and undermine priorities. The title of the best in the industry is occupied not by those who have made the most sales, but by those who put the interests of customers first, offering them the best options for investment, taking into account their requirements and wishes.

In the luxury real estate sector, good selling skills are greatly appreciated. But it is obvious that for a good agent this is not enough, and professional qualities should not overshadow moral and ethical ones and undermine priorities. The title of the best in the industry is occupied not by those who have made the most sales, but by those who put the interests of customers first, offering them the best options for investment, taking into account their requirements and wishes.

By embodying everything necessary for the client to get the desired result, Eliane Ribeiro has managed to reach the highest heights in the industry and become the winner of Luxury Lifestyle Awards in the category of The Best Luxury Real Estate Broker in Portugal.

With a wealth of experience in the luxury real estate market, Eliane Ribeiro has been working in the areas of Training, Communication, Marketing, and Commercial Management. Since 2010, she has been a member of RE/MAX, the worldwide network with over 120,000 real estate agents in more than 100 countries and territories. In 2018, RE/MAX has recognized Eliane with the Lifetime Achievement award that required at least 7 years of service and \$7 million gross commission.

Currently, Eliane Ribeiro is the only Real Estate consultant in Portugal to be acknowledged by the National Association of Realtors as an Instructor in the Portuguese language for Certified International Property Specialists. And one of her recent achievements was that she became the first RE/MAX Europe's and RE/MAX Brazil Ambassador in Portugal.

Among Eliane's numerous achievements and successes, one of the main highlights is the establishment and leadership in the Eliane Ribeiro + Team brand. This is a multidisciplinary team of professionals with services strategically located in Lisbon, Cascais, and Oporto. Good professional and cultural background allows the company to offer the best business opportunities to the clients in the segment of luxury properties.

The team led by Eliane Ribeiro has 20 years of experience in the Real Estate market, 10 of which as part of the RE/MAX network. In the vast and highly competitive luxury real estate market, the Team is always distinguished by being resourced towards the sale of opulent properties and striving to meet and exceed the clients' expectations.

Eliane Ribeiro + Team is constantly investing in obtaining new skills, specializations, and expertise, which allows it to remain the industry leader and provide the most highly qualified service for the sale of luxury properties. Due to the fact that the company operates in the most attractive regions for investment in Portugal, the specialists provide the highest possible result, which fully meets the client's needs.

As one of the leaders in the luxury Real Estate market in Portugal, Eliane Ribeiro + Team provides high-quality service not only to residents of the country but also to guests who want to buy property here. It is noteworthy that one-third of the real estate in Lisbon is sold to the guests from abroad. Eliane Ribeiro and her award-winning team have the full set of skills that allow them to guarantee that everyone who delivers the sale or promotion of their property to them will get a successful result.

For more information:

Luxury Lifestyle Awards
please visit: <https://luxurylifestyleawards.com/>

Eliane Ribeiro + Team
<http://elianeribeiroteam.pt/>

Ruby BIRD
<http://www.portfolio.uspa24.com/>
Yasmina BEDDOU
<http://www.yasmina-beddou.uspa24.com/>

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UPA United Press Agency LTD
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UK, London N13NV 4BS
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