

Quintessentially Estates gears up for more international growth

Luxury agency hires ex-Sotheby's VP as International Business Director and appoints Head of Business Development for the APAC region

Quintessentially Estates is continuing its international expansion drive, hiring a new International Business Director and installing a Head of Business Development for the Asia Pacific region.

Former Christie's and Knight Frank man Urosh Teodorovich was brought on last year as Senior Business Development Manager to grow the offering from the Hong Kong base, and now steps up as Head of Business Development (APAC).

Fluent in Mandarin, he had previously held investment advisory and management roles at both Landscape Christie's International Real Estate and Knight Frank in Hong Kong, and his new role will involve both advising clients on international purchases, and boosting the firm's coverage across the wider region.



Urosh Teodorovich

Urosh Teodorovich: "The needs of our APAC database are such that we have already increased our headcount with the addition of our newest Business Development

Executive, Fiona Leung, whose responsibilities, amongst others, include Cantonese and Mandarin language servicing for international buyers. Given the popularity of buying property abroad for our Chinese clients and others across APAC, we will continue to provide an unrivalled real estate consultancy and grow our team to meet the needs of our client base – whether they are looking for real estate opportunities in London, Bangkok, Vancouver, or any other major global investment destination.

“Whilst I took away many valuable experiences through my previous posts at the Christie’s International Real Estate affiliate for Hong Kong and Knight Frank Greater China, the emphasis with Quintessentially Estates is always on the client rather than the product. As a company we are not tied down to any one development or developer; we are able to provide an excellent service tailored to each buyer’s individual needs. The appeal of this corporate culture was clear to me before I joined and has demonstrated value in the number of repeat business and referrals we have received in the past year and a half. Moreover, the seamless coordination between each international Quintessentially Estates office has meant that wherever I am working I have been able to maintain an equally strong, white glove service to our members and VIP clients.”

Penny Mosgrove, CEO of Quintessentially Estates: “Urosh has excellent skills in building strong relationships by providing his clients with unbiased knowledge of international markets which he is able to relate to local markets, offering relevant, useful comparison and invaluable intel. His commitment to the client ensures fantastic results and I have trust in Urosh that he will take the Quintessentially Estates Hong Kong office to the next level, reinforcing the prestigious service that the Hong Kong team can offer to their clients both in London and globally.

The UK capital is “still a hot spot” for Chinese buyers, according to the firm, with new projects in Canary Wharf and PCL proving popular.

Meanwhile, ex-Sotheby’s VP Carina Bendeck has also been brought in as International Business Director, and takes the reins of the firm’s Miami hub.

Formerly Vice President of Global Business Development for the Latin America and Caribbean region, Bendeck has also consulted for and held positions at Preferred Hotel Group (Regional Director for Brazil and Argentina), Yoo Ltd (Consulting Director for Latin America) and KPMG Corporate Finance (where she developed the real estate and hospitality practice in Brazil), and will now be in charge of developing Q Estates’ existing territories and overseeing their growth.



Carina Bendeck

Penny Mosgrove: “ I am thrilled to have Carina join our growing global team. Carina will be instrumental in expanding our global footprint; we already offer a completely unique and bespoke service to our affiliates and real estate partners and I am excited to see how Carina’s extensive experience in business development will play in to our company strategy. I look forward to working closely with her to ensure that Quintessentially Estates continues to grow and push the boundaries of international real estate.”

Carina Bendeck: “What drives me to take this company to an even larger global platform is that I know it is the only true lifestyle real estate company in the market, and that the services we offer are tailored to each specific situation. That gives us a unique edge over the competition. Since our clients are not your average client, these are people with multiple properties, connoisseurs and savvy real estate investors, you can’t just offer them a standardized treatment. The fact that we belong to the Quintessentially group allows us to give a sophisticated and holistic approach to real estate services, whether it’s arranging a showing by helicopter or boat, all the time providing utmost discretion, privacy and guidance”.

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