

### Job Description

1. Should handle multiple projects and its launches
2. Build a network of agents and channel partners in Mumbai
3. Will be responsible for Channel Partner Sales during pre-launching, launching and sustenance level sales of our projects
4. Drive and motivate the Channel Partners to achieve numbers
5. Identify newer CP's and enhancing the existing ones potential to do business
6. Launch new CP initiatives and schemes in coordination with Marketing and Sales team
7. Organize and execute CP meets & events
8. Recommend & execute strategies to ensure uninterrupted walk-ins comprising of the right target group of customers for the specific project site/s assigned, from the assigned channels
9. Ensure smooth registration, training & brokerage disbursement for channel partners
10. To implement a mechanism for evaluation & categorization of channel partners
11. Ensure incremental revenues from performing Channels & motivate the non-performing ones
12. Liaison and work closely with multiple site sales managers and marketing team for various promotional offers for channel partners
13. Ensuring regular product & price updates & communication to channel partners
14. Work with the marketing team to create content to market to the channel partners

### Requirements

1. Minimum 5–7 years proven working experience in the real estate industry
2. Excellence in people skills, networking and man management.
3. Good with numbers, calculations and Microsoft Excel
4. Excellent knowledge of real estate industry
5. Excellent active listening, negotiation and presentation skills
6. Relevant bachelors or post graduate degree

