

Job Description

1. Channel Partner Management

- a. Collaborate with existing channel partners to acquire new leads and convert them into prospective buyers.
- b. Build and grow the channel partner network for the company.

2. Client Relationship Building

- a. Possess micro level information about the project details, amenities, pricing and deals.
- b. Possess in-depth knowledge of the real estate industry, RERA rules and processes.
- c. Attend calls, complete follow ups and organise site visits with leads allocated from the marketing activities.
- d. Develop a strong relation with clients with the aim to convert them to buyers.

3. Industry Awareness

- a. Be updated about the location, competitors, new project launches, price movements, and any other market dynamics.

4. Team Collaboration

- a. Provide support to peers whenever required such as assisting in deal closures.
- b. Collaborate with backend team for post sales processing – agreements, billing, documentation etc.
- c. Maintain records and reports about all leads, prospects, sales, channel partners and accounts.
- d. Regularly update the CRM with relevant information about the leads and prospects.

Requirements

1. Minimum 5–7 years proven working experience in the real estate industry
2. Good communication sales - fluent in English & Hindi (Marathi preferable)
3. Good with numbers, calculations and Microsoft Excel
4. Knowledge of real estate industry
5. Excellent active listening, negotiation and presentation skills
6. Relevant bachelors or post graduate degree