

Job Description

Designation	Asst. Manager Sales – Closing
Education Qualification	Graduate or Post graduate in any stream
Industry	Real estate
Minimum Work Experience	3-5 yrs.
Age Criteria	25 -35 yrs. of age
Location	Central Suburbs (Kalyan to Ghatkopar)

Roles & Responsibilities: -

- Organize, Plan and Implement (real-estate) project-specific sales.
- Discuss and follow up on opportunities with prospective buyers.
- Coordinate site visits with prospective buyers and enable deal closure.
- Regular Update on competition activity in the vicinity of the project site.
- Catering clients as per their needs from the available database by calling and personal visits.
- Must have experience and proven track record of successfully meeting sales quota preferably closing the deals in real estate industry.
- Enter and update customer information in the database/ERP software.
- Go the "extra mile" to meet sales quota.
- Ability to learn about products and describe/explain them to prospective customer.
- Excellent knowledge of English, Hindi and Marathi.
- Excellent communication and interpersonal skills

Candidate's Profile:-

- Go getting Attitude.
- Self-Motivated.
- Good Coordination and convincing skills.

Requirement: -

- Excellent communication skill Verbal & Non Verbal.
- People oriented and results driven.
- Excellent active listening, negotiation and presentation skills.
- M.B.A in sales and marketing will be preferred but not a constraint for right candidate.
- Both Males and females can apply