

Job Description

Designation	Asst. Manager Sales – Sourcing
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.
- Increase of business reach with new channel partner & alternate channels.
- Activating new potential channel Partners and working on retaining existing channel partners.
- Showcase company profile to channel partners through presentation & meeting.
- Maintain relation with channel partners.
- Ensure regular product & price updates to channel partner.
- Training and educating the Channel Partners teams on the product development.
- Sourcing Business from corporate, Channel, references, and various traditional non-traditional BTL activities.
- Making weekly and monthly reports for management reporting and Individual performance tracking.
- Maintain record of daily enquiry & prospective clients.
- To participate in events, corporate presentation & property shows for Project.
- Implementing channel marketing plans set out by channel marketing team.
- Driving business by encouraging them to bring prospective clients and ultimately making a sale by closing them.

Candidate's Profile:

- Good communication.
- Excellent knowledge of MS Office.
- Thorough understanding of selling and negotiating techniques.
- Fast learner and passion for sales.
- Self-motivated with a results driven approach.
- Aptitude in delivering effective presentations
- Good Coordination and convincing skills.

Requirement: -

- Excellent communication skill Verbal & Non-Verbal.
- People oriented and results driven.
- Excellent active listening, negotiation and presentation skills.
- Both Males and females can apply.