

Organization:	Hirize Projects
Designation:	Assistant Manager Sales
Location:	Kokapet, Hyderabad
Experience:	3 – 7 Yrs.
Salary:	10 – 18 LPA (Fixed + variable)
Job role & Requirements:	<p>We are looking for an individual with 3 to 7 years of experience in dealing with HNI Clients in the Real Estate Sales in well-known organizations. Past experience of Automobile sales, Banking & Insurance, Interiors & Furniture can be added advantage.</p> <ul style="list-style-type: none"> Responsible for a high level of sales performance in real estate. Develop leads, do conversations & meet the targets. <p><u>Responsibilities</u></p> <ul style="list-style-type: none"> Actively follow through on potential customers based on their specific requirements. Possess in-depth product knowledge (and micro information at the project level) and communicates the same effectively to prospects. Meet with prospects, organize and conduct site visits and strive to establish a strong client relationship with an aim to convert from proposal to definite status Converting prospects into customers by show-casing appropriate primary residential properties to the prospects, which matches the investment need of the prospects Efficient in handling HNI Clients and selling High ticket sales. Effectively manage sales pipeline to achieve targets on a monthly and quarterly basis. Work closely with all departments to support desired outcomes of the deal, including sales engineering, implementation, customer success, and other support functions. Negotiate the terms of an agreement and close deals. Keep abreast with relevant competitor details including price movements, construction activity, key trends, and market dynamics Post-sales service for Query handling and to ensure smoother transition to the CRM Team. Create relationships with booked clients to generate incremental business through referrals. Manage day to day sales operations and documentation like maintaining Customers data and MIS Closing sales and submitting all relevant documents to management Understanding project features, Highlights, USP's, & Specifications of the make and construction details. <p><u>Requirements</u></p> <p>Desired Candidate Profile</p> <ul style="list-style-type: none"> Graduate / MBA in Sales & marketing 5 to 7 years of experience in the Real Estate segment & in Client facing roles will be preferred.

	<ul style="list-style-type: none">• Past experience in a Top listed real estate firm will be preferred. Automobile sales, Banking & Insurance, Interiors & Furniture can be added advantage.• Proficient in selling high ticket value projects• Good communication skills.• Efficient verbal and written communication skills• Proven sales executive experience, meeting or exceeding targets• Drive the sales process from plan to close• Ability to articulate the distinct aspects of products and services• Proven ability to position products against competitors• The ability to make timely and difficult decisions with positive results.• Demonstrable experience as head of sales, developing client-focused, differentiated and achievable solutions
Contact:	Interested applicants may send their resumes to shailesh@hirize.co.in Contact: 9177218474