

MYSPLACE

taking values forward >>

JOB DESCRIPTION AND KEY RESULTING AREA (KRA)

Job Title:	Relationship Manager
Location:	Bhubaneswar/Bangalore
Job Type:	Full Time
Department:	Sales & Marketing
Reports To:	Team Leader/ Sales Manager
Remuneration:	CTC Up to 3.60 LPA for suitable candidates. (Plus Sales Incentives as applicable)
Qualification:	BBA/MBA/B-TECH
Specialization:	Sales & Marketing
Gender:	Male/Female
Experience:	Fresher/Experienced
Job Descriptions:	Generate Sales Leads & identify the prospects.
	Communicate with prospects to identify their requirements and choice of property.
	Meet with prospects interested in properties to offer them the real deal.
	Arrange & accompany the Prospective buyer to visit the property site and guide.
	Conduct the inspection of necessary docs to satiate all pre-sale terms and conditions.
	To close the property deals ensuring all documents are signed and payment received.
	Prepare and provide periodic reports to reporting authority on sales operations.
	To maintain contacts with clients in order to discuss future business opportunities.
	To monitor the property market to identify clients looking for purchase.
	Keep track of competitors and gather useful information.
	To implement strategies effective for achieving the sales target.
To work towards monthly and annual targets.	
Skills/Abilities	Smart communication and proper representation.
	Self-motivated and driven by targets.
	Ability to influence and negotiate.
	Understanding of the nooks of the industry.
	Commitment towards work.
	Commercial awareness and basic computer skills.
	Positive and analytical approach.
	Ethical to the Organizational processes and it's Hierarchy.
Strong will power & resilience.	