



## **About us:**

ANAROCK is India's leading independent real estate services company with a presence across India and the Middle East. The Company has diversified interests across the real estate lifecycle and deploys its proprietary technology platform to accelerate marketing and sales across Residential, Retail (with Vindico), Commercial, Investment Banking, Hospitality (with HVS), Land, Industrial and Logistics & Data Centers (with Binswanger), Investment Management, Research, Strategic Advisory & Valuations, Flexi Spaces (myHQ & Upflex) and Society Management (acquisition of ApnaComplex-India/ANACITY-EMEA), Technology (ASTRA, ACRM, ACP) and is aggressively expanding to newer geographies and real estate business verticals. ANAROCK has a team of over 2200+ certified and experienced real estate professionals who operate across all major Indian and Middle East markets. ANAROCK also manages over 35,000 established channel partners to ensure global business coverage. Please visit [www.anarock.com](http://www.anarock.com).

## **Role: Sales (Residential)**

### **Brief:**

We are looking for passionate, self-motivated, hardworking individuals wanting to make a mark in residential real estate sector. The person would act as a catalyst between sellers and buyers. This is a great opportunity for someone looking to make their career in residential real estate.

### **Responsibilities:**

- Provide advisory / consultation to customers in marketing and purchasing property for the best deal under the best terms
- Understand clients' needs and propose solutions that suit them best
- Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing
- Perform comparative market analysis to estimate properties' value
- Accompany the customer for site visits & display property to them
- Develop network and engage with various channel partners / brokers & promote sales
- Being abreast with the developments in the residential real estate sector and understanding the impact of micro & macroeconomics on the sector
- 6 days a week (mandatory working on weekends because of nature of residential sales business)
- Place – KDMC / Navi Mumbai