**LOCATION JOB FUNCTION**

Bengaluru (Multiple Locations) Sales/ Business Development

**INDUSTRY SPECIALIZATION Retail** Sales Real estate & Banking

**Key Skills**

❖ Good command over communication

❖ Punctual on follow-ups

❖ Good command on MS office Applications

❖ Strategic Prospecting Skills

❖ Closing Techniques

❖ Good Negotiation Skill

❖ Post-Sale Relationship Management

**Job Description:**

* Convert Leads/Prospects to closed sales. Provide close, personal client attention and tenacious follow up to ensure best service.
* Provide sales services to clients interested in buying real estate properties based on their requirement.
* Meet assigned sales target by acquiring new customer business and renewing and growing existing relationships.
* Provide pre-sales and post sales services to clients.
* Upsell new real estate investment opportunities.
* Build and maintain relationship with the clients to ensure recurring business.
* Explore business potential, opportunities and clients to secure profitable business volumes.
* Having a Positive attitude for doing at least 2-3 meetings each day, to meet new people every day, and someone who enjoys doing sales & consulting.
* Liaise between clients and builders for up to date status of service, pricing and new project launches.
* Provide feedback on projects & competition to marketing team.
* Should be aware of the Local geography.
* Prior Experience in real estate channel partner or any broker firm will be an added advantage.
* Should take High levels of passion and ownership to actions.
* Develop Search Homes India as a brand by ensuring service standards in line with company policies.

**Qualifications:**

➢ Educational Qualification: Any Graduate

➢ Must have a two wheeler/own commute to travel.

**Office Locations**: No.287, ‘Gaurav Villa’, 15th Cross, 5th Main Rd, 6th Sector, HSR Layout, Bengaluru, Karnataka 560102