

Real Estate

Job Description

Minimum Relevant Experience:

3 years in sales. Freshers or those not from a sales background but eager to start a career in sales are encouraged to apply.

Educational Qualifications:

10+2, Graduation from correspondence works

CTC:

Rs 6-8 Lakhs Per Annum + Conveyance + Incentives (50% CTC would be Fixed + 50% would be a performance- based bonus)

Mode:

Work From Home

Department:

Sales

Job Summary:

We are seeking a dedicated and resilient Real Estate Counsellor to join our team in Gurgaon in a 100% work- from-home mode. This role requires a proactive and entrepreneurial approach to selling real estate, handling rejections, and consistently achieving sales targets.

Skills required:

- Experience in frontline sales Handling client-facing roles.
- Experience in closing sales.
- Capable of working long hours.
- Punctual and well-presented.
- Able to face people, make proposals, and handle rejection 90 out of 100 times.
- Have an entrepreneurial approach: promote, sell, get rejected, get knocked down, get up, dust yourself off, and keep going.

Job Responsibilities

- Achieve the monthly/quarterly sales quota.
- Contribute individually to meeting sales quotas.
- Be responsible for sales and meeting the team's sales commitments.
- Make cold calls through telephone, WhatsApp, and emails.
- A large part of your work would involve making cold calls to prospective customers, following up on leads generated, conducting video meets, and qualifying the leads.
- You will work closely with the "Field Sales Team" to help "Prospects" opt-in for the suggested Real Estate Properties & investment options.
- Accountable for results.
- Make commitments and deliver them.
- Handle significant responsibility and mental pressure.