

Role: Sales Executive / Trainee

Department: Sales

Location: Nanakramguda, Hyderabad

Job description

Role & responsibilities

- Strong knowledge in direct real estate sales.
- Should have good knowledge in Channel sales, Pre-sales, Post-sales, and Marketing activities
- Should be able to generating new leads through various sales/marketing techniques/BTL etc
- Ability to generate and convert the leads to sales.
- Having knowledge of the local property market and experience of property pricing to find homes that match their client's needs.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching and analysing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Should guide the team in following the company's policy, system, software & reports etc
Delivering reports to the Management
- Should be a Go Getter, Team Leader and Target Oriented
- Always Customer Focused with good Analytical Skills
- Should be aggressive with excellent communication skills
- Adaptive to work on weekend / rapidly changing circumstances
- Should be willing to work on Sundays(6days a week)

Preferred candidate profile

- Should be a graduate with a minimum of 0-1 years of relevant sales experience, preferably from the real estate industry.
- Should have proficiency in written and spoken English, Hindi, Telugu.
- Good organizational and people management skills.

Educational Background

- Graduate in any discipline.
- Final-year students, fresh graduates, and candidates with up to 1 years of experience are encouraged to apply.