

JOB DESCRIPTION

Position / Designation : Project Sales Head	Number of Vacancy: 2
Department : Sales & Marketing	Cell : Sales (Residential Properties)
Location : Bangalore	Reports To : Sales and Marketing Head

Job Purpose : Drive Sales through team members at site level

Job Duties & Responsibilities

- Leading, Mentoring, Motivating Team
- Achieve sales number and targets
- Daily assessing the reports and MIS of his team and generate his reports
- Generating and closing leads
- Responsible for the entire End to End Sales Cycle of the project
- Build relationship with clients and internal vendors for smooth sales
- Having good contacts and network
- Negotiation and analytical skills
- Convincing and influential skills

Job Requirements

Educational Qualification : Graduation full time, MBA / PGDBM is preferred

Work Experience : 7 - 10 years

Special Requirements : Preferably from Real Estate Background

Key Competencies : Sales Cycle Knowledge, Negotiation Skills, Real Estate Knowledge, Good selling skills, Good communication skills, Strong personality

