

ARVIND SMARTSPACES

Job Description

Designation	:	Assistant Manager - Sales
Experience	:	4+ Years
Qualification	:	MBA / BBA – Sales / Marketing / General Management
Department	:	Sales & Marketing
Reporting To	:	Chief Sales Officer
Job Location	:	Ahmedabad, Bangalore

Brief Description of the Role:

The Person plays the role of a Team Leader. He will be responsible for overall Sales function of the assigned Project. A creative, motivated and energetic and target oriented individual who has demonstrated abilities to fulfil this role with right understanding of product will fit the role.

Job Profile:

The Candidate is expected to do the following on an ongoing basis:

- Handle customer enquiries, regular follow-ups with potential customers who have visited the site/enquired about the project.
- Follow-up with existing clients to get referral/loyalty bookings.
- Explain the enquired project and information about other projects and new developments in the Company to the prospective customers
- Booking, finalisation and closing the deal.
- MIS to Management on regular basis.
- Co-ordinate with Bankers to process home loan for the clients.
- Co-ordinate between Legal and CRM Team for faster Registration of legal documents of the booked units in favour of the Customer.
- Ensure the Customer experience at the site is exemplary and Coordinate with Facilities/Civil teams for regular upkeep of sales office and sample house.

Skills & Attributes:

- Excellent Communication and Interpersonal Skills.
- Selling skills including negotiations and convincing.
- Strong real estate product knowledge.
- Capability to understand customer needs and offering solutions accordingly.
- Target oriented and a motivating leader to lead a high performing team.

Note: Interested candidates with relevant experience in real estate industry may share their CVs through email at career.asl@arvind.in

Please mention the position applied for in the subject of the email.