

# ARVIND SMARTSPACES

## Job Description

<b>Designation</b>	:	Manager / Assistant Manager - Business Development
<b>Experience</b>	:	<b>3-8 years</b>
<b>Qualification</b>	:	MBA /BBA – Sales / Infra Mgt / Procurement / finance or Eqv.
<b>Department</b>	:	Business Development (Land / Project acquisition)
<b>Reporting To</b>	:	Head – Business Development
<b>Job Location</b>	:	Ahmedabad, Bangalore, Pune and Mumbai

## Brief Description of the Role:

The job involves acquisition of land and real estate projects (mainly for residential use) at Ahmedabad, Mumbai, Pune and Bangalore. The job will involve strong understanding and capabilities to source deals, financial viability calculations, technical and regulatory evaluation and understanding of respective markets and micro markets.

## Job Profile:

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

- Conduct market analysis, identify land parcels and perform feasibility studies for each potential land deal. Monitor market activity/analysis including key property deals, pricing, value and trends. Exploring various deal structures including DMs and JDs etc.
- Networking with brokers to maintain market awareness and develop key contacts in targeted market area and segment.
- Prepare and maintain database of available land opportunities.
- Perform feasibility studies through site evaluation and identify potential business for a site and its potential post-construction.
- Ensure Legal due diligence which will result in zero litigation.
- Title search, registration formalities and coordination with revenue and other government and Municipal bodies for approvals required for such land acquisitions.
- Coordinating with Government agencies in getting 7/12 records, NA documents etc.
- Proper upkeep of the Land records and purchase agreements and other relevant documents.
- Maintain cordial relations with farmers, land owners, government Officials (particularly Tehsildars, Deputy Commissioners) and mobilizing public support.

## Skills & Attributes:

- Sound financial and commercial understanding for feasibility studies.
- Strong negotiation and communication skills for deal finalization.
- Strong legal and regulatory understanding to scrutinize the deals.

**Note:** Interested candidates with relevant experience in real estate industry may share their CVs through email at [career.asl@arvind.in](mailto:career.asl@arvind.in)

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