

JOB DESCRIPTION – Sales Head

Looking for talented, super ambitious sales person in our sales team with existing relationship and network of Real Estate Agents or Channel Partners. Interact with customers and clients for driving sales. Must have good real estate knowledge and background, must know how to handle real estate agents and their clients and their requirements. Must have good marketing skills and presentation skill with goods manners.

Job Title	Sales Head
Functionality	<p>Drive customers to sales:</p> <ol style="list-style-type: none">1. Tele-Calling2. Client Meetings3. Site Visit4. Deal Closure <p>Build Relationship with Channel Partners (new and existing) and drive sales via the Channel Partners:</p> <ol style="list-style-type: none">1. Multi-Channel Communications with Channel Partners including but not limited to direct Meetings2. Get Channel Partners to actively work on all the projects and generate leads for conversion3. Build and Follow Process for sales via Channel Partners.4. Client Meetings, Site Visit & Deal Closure
Reporting	Management

Responsibility	<ul style="list-style-type: none"> • Build Relationship with Channel Partners and drive sales via the Channel Partners. • Tele pitching prospective agents and leads about the projects and providing all information and query resolution to drive those leads to scheduled site visit. • Help clients, channel Partners and their clients to make the right decisions with their requirement and explain the various projects based on their requirement • Assist and manage lead and channel Partners for project marketing, lead acquisition, data management, client acquisition, client grievances, and reporting issues successful conversion. • Drive Sales: Lead Generation (Referral Leads, Cold Calling, Lead Cleaning) to Site Visit to Closure • Achieve the company sales target (Project: Quarterly) • Source & build relationship with new agents to drive sales • Build relationship with existing agents to generate reference sales. • Create, run survey campaigns and assist the Sales and Marketing Team for Project Designing and Launch • Build relationship with new customers to drive sales • Build relationship with existing customers to generate reference sales. • Conduct Site Visit (Virtual and Physical)
Key Performance Index	<ol style="list-style-type: none"> 1. Build a solid channel partner sales team for the company 2. Achieving high cold lead conversion into site visits 3. Achieving high sales conversion and outperforming the targets (Converting site visits to closures) 4. Referral Lead Generation 5. Convert channel partners into performing partners. 6. Achieving high sales conversion and outperforming the targets (Converting site visits to closures) 7. Referral Lead Generation 8. Building the Team and grooming into a team leader.

Core Responsibilities

Channel Partner Sales

- Call, conduct meetings (in person or E Meetings) and build relationship with Agents or Brokers (New or Existing)
- Get them registered with the company as registered channel partners
- Convert registered channel partners to performing partners by driving conversions
- Over Look their activities and motivate and groom them into performing partners. Resolve issues, queries, concerns and grievances of the Partners

Tele Calling

- Calling Leads and qualifying the lead for site visit (Handling Customer Inquiry of leads generated by Channel Partners). Attending Inbound and outbound marketing calls to leads generated via Agents
- Responsible for entire pre-sales function, from leads handling to customer site visit to closure
- Providing information to clients with real estate requirement over calls, email, WhatsApp
- Follow-up with Customer. Doing regular follow-ups and ensuring customer site visit.
- Addressing issues & feedbacks from your clients – over calls, site visit and post visit follow-ups
- Co-coordinating with sales team after site visit, updating and maintaining daily, weekly and monthly reports. Daily tracking and reporting of lead metrics
- Manage and solve client queries, concerns and grievances. Resolve customer complaints quickly and effectively

Site Sales

- Convert prospects into clients by show-casing projects and inventories best matching to their needs and requirements.
- Use leads shared by the agents with an objective to turn them into customers. Generate self-leads (Through referrals, business directories) to convert them into customers.
- Follow-up with customers over telephone, email, WhatsApp – visit customers at their preferred venues, provide end to end guidance to customers during site visit and post site visit.

Overall

- Channel Partner Data Management - Collect and update agents database
- Client Data Management - Collecting and updating the database and

Experience	<p>10 years of Experience as Sales head or Real Estate Channel Sales and Channel Partner Relationship Building with any Real Estate Company or Real Estate Affiliated Company. Must have experience of driving sales via Channel Partners.</p> <p>Added benefits: If from the Hospitality or Guest Management Industry such as Hospitality or Airlines.</p>
Technical Skills	<ul style="list-style-type: none"> • Microsoft Office (Excel, Words, Powerpoint etc) • CRM (Customer Relationship Management Tools)
Non-Technical Skills	<ul style="list-style-type: none"> • Ability to understand requirements of Channel Partners and decent aptitude to understand and pitch property solutions to Channel Partners • Good selling and negotiation skills • Experience in direct sales. • Good writing skills • Excellent oral communication skills • Ability to guide and direct teams • Ability to work under pressure with extremely tight deadlines • Problem-solving attitude • Aptitude for fostering positive relationships • Teamwork Skills • Customer-oriented mind-set • Understanding of Real Estate
Education	<p>Graduated from a reputable institution with English as the Primary Language.</p>
Salary Offered	<p>Annual CTC 6.0 Lacs</p>
Job Type	<p>Permanent</p>