

## **Job Description: General Manager (Real Estate)**

**Company: Geetanjali Homestate Pvt Ltd**

**Location: Gurgaon, Sec-15/74/84**

**Preferred Industry: Real Estate**

**Experience: 10 years or above**

**CTC: Up to 24 LPA**

**Immediate Joiner Required**

### **About Geetanjali Homestate Pvt Ltd:**

Geetanjali Homestate Pvt Ltd is a leading name in the real estate sector, dedicated to delivering exceptional services and solutions to our clients. We are seeking an experienced and dynamic General Manager to lead our team and drive strategic initiatives, contributing to the growth and success of our organization.

### **Role Overview:**

As the General Manager, you will oversee all aspects of our real estate operations, including presenting purchase offers to sellers, negotiating sales terms, and appraising property values. Your extensive experience and strategic vision will be instrumental in shaping our business strategies, driving sales performance, and fostering strong relationships with stakeholders.

### **Key Responsibilities:**

- Present purchase offers to property sellers, ensuring clear communication of sales terms and facilitating negotiations to achieve favorable outcomes.
- Negotiate prices and other sales terms, leveraging market knowledge and insights to maximize value for both buyers and sellers.
- Conduct comparative market analysis to assess property values, analyzing recent sales data and market trends to determine competitive market prices.
- Appraise property values accurately, considering factors such as location, property condition, and market demand.
- Develop and implement strategic initiatives to drive sales growth, enhance market presence, and achieve business objectives.
- Lead and mentor the sales team, providing guidance, support, and training to optimize performance and foster a culture of excellence.

- Collaborate with internal departments, including marketing, finance, and legal, to ensure seamless execution of sales operations and compliance with regulatory requirements.
- Build and maintain strong relationships with clients, developers, and other stakeholders, representing the organization professionally and ethically.
- Monitor and analyze key performance indicators, sales metrics, and market trends, identifying areas for improvement and implementing corrective actions as necessary.
- Stay updated on industry developments, competitor activities, and market dynamics, leveraging insights to inform strategic decision-making and drive innovation.

### **Requirements:**

- Minimum 10 years of experience in the real estate industry, with a proven track record of success in sales and leadership roles.
- Well-groomed and pleasant personality with excellent communication, negotiation, and interpersonal skills.
- Strategic thinker with a strong business acumen and the ability to drive results in a competitive market environment.
- Experience in presenting purchase offers, negotiating sales terms, and appraising property values.
- Strong leadership skills with the ability to inspire, motivate, and empower teams to achieve goals and exceed expectations.
- Laptop preferred for seamless communication and workflow.

### **Why Join Us:**

- Opportunity to lead and shape the future of a reputable organization in the real estate sector.
- Competitive salary package with attractive incentives and benefits.
- Dynamic and collaborative work environment with opportunities for professional growth and development.
- Chance to make a significant impact on the success and growth trajectory of Geetanjali Homestate Pvt Ltd.

If you have the experience, leadership skills, and passion to excel in this role, we invite you to join our team and embark on a rewarding career journey with Geetanjali Homestate Pvt Ltd.

