

## **Job Description: Sales Manager**

**Company: Geetanjali Homestate Pvt Ltd**

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

**Preferred Industry: Real Estate**

**Experience: 6 months - 2 years**

**CTC: Up to 4 LPA**

**Immediate Joiner Required**

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

Geetanjali Homestate Pvt Ltd is a reputable player in the real estate sector, dedicated to providing exceptional services and solutions to our clients. We are seeking a dynamic Sales Manager to join our team and drive sales activities, contributing to the growth and success of our organization.

### **Role Overview:**

As a Sales Manager, you will be responsible for facilitating property transactions, presenting purchase offers to sellers, negotiating sales terms, and appraising property values. Your expertise and proactive approach will be instrumental in achieving sales targets and fostering positive relationships with clients.

### **Key Responsibilities:**

- Present purchase offers to property sellers, effectively communicating sales terms and facilitating negotiations.
- Negotiate prices and other sales terms to ensure mutually beneficial agreements between buyers and sellers.
- Conduct comparative market analysis to determine competitive market prices for properties, leveraging recent sales data.
- Appraise property values accurately based on market trends, location, and property conditions.
- Collaborate with clients to understand their needs, preferences, and financial considerations, guiding them through the sales process.
- Maintain a strong understanding of market dynamics, property trends, and competitor activities to effectively position our offerings.
- Build and nurture relationships with clients, fostering trust and loyalty to drive repeat business and referrals.
- Coordinate property viewings and inspections, providing comprehensive information and assistance to prospective buyers.

- Ensure compliance with legal and regulatory requirements governing real estate transactions.
- Utilize CRM systems and tools to manage leads, track sales activities, and generate reports for performance analysis.

### **Requirements:**

- Minimum 6 months to 2 years of experience in real estate sales or a related field.
- Well-groomed and pleasant personality with excellent communication and negotiation skills.
- Proven track record of achieving sales targets and delivering results in a competitive environment.
- Strong understanding of property market dynamics, pricing strategies, and sales techniques.
- Ability to work independently as well as collaboratively in a team-oriented environment.
- Laptop preferred for seamless communication and workflow.

### **Why Join Us:**

- Opportunity to work with a reputable organization in the real estate industry.
- Competitive salary package with performance-based incentives.
- Supportive work environment with opportunities for professional growth and development.
- Chance to make a significant impact on the sales strategy and success of Geetanjali Homestate Pvt Ltd.

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