

## **Job Description: Team Lead - Real Estate Sales**

**Company: Geetanjali Homestate Pvt Ltd**

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

**Preferred Industry: Real Estate**

**Experience: Minimum 2 years**

**CTC: Up to 12 LPA**

**Immediate Joiner Required**

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

Geetanjali Homestate Pvt Ltd is a leading player in the real estate industry, dedicated to providing unparalleled services to our clients. With a focus on building lasting relationships and delivering exceptional results, we are committed to shaping the future of real estate in Gurgaon.

### **Role Overview:**

As a Team Lead, you will play a pivotal role in driving our real estate sales team towards achieving targets and fostering strong relationships with clients and developers alike. You will lead by example, ensuring adherence to service standards while spearheading initiatives to expand our market presence and brand recognition.

### **Key Responsibilities:**

- Build and nurture relationships with potential customers and developers, fostering trust and loyalty.
- Develop Square Yards as a distinguished brand by upholding service excellence aligned with company policies.
- Conduct primary market research to keep the sales team informed and equipped with valuable insights.
- Strategically organize events to generate leads and attract prospects, enhancing our client base.
- Present projects to clients, adeptly negotiate deals, and liaise with real estate developers to ensure successful transactions.
- Assist customers in navigating through documentation processes for loans and agreements.
- Manage a team comprising Portfolio Managers, Business Development Managers, and Executives, fostering collaboration and synergy.
- Cultivate and maintain strong relationships with stakeholders including developers, corporates, and clients.

- Drive revenue maximization through lead generation, leveraging support from the marketing team via digital campaigns.
- Conduct competitor analysis and stay abreast of market trends to achieve and maintain a competitive edge.
- Perform market analysis to identify client needs, project details, pricing schedules, and discount rates.

### **Requirements:**

- Minimum 2 years of experience in the real estate industry.
- Well-groomed and pleasant personality with excellent communication and negotiation skills.
- Laptop mandatory for seamless workflow and communication.
- Proven track record of sales achievements and team management.
- Ability to thrive in a dynamic, fast-paced environment with a customer-centric approach.

### **Why Join Us:**

- Opportunity to work with a reputable brand in the real estate industry.
- Competitive salary package with lucrative incentives.
- Collaborative and supportive work culture fostering professional growth and development.
- Chance to make a significant impact on the growth and success of the organization.

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