



Company Profile:

With nearly two decades in the real estate development industry, Spaze has successfully created dynamic and highly sophisticated real estate properties for clients from diverse backgrounds. Since our inception in 2006, we have delivered world-class real estate projects including commercial properties, residential spaces and IT Parks as well as retail spaces that boast of excellent design, materials, engineering and architecture. Today, we have successfully constructed and delivered as many as **11 commercial & retail spaces, 1 IT Park and 3 Residential projects, 1 SCO (Grand Central 114)** and we look forward to adding many more corporate offices, buildings, shopping centers, residential spaces and other commercial projects to our portfolio.

Designation:

GM/ DGM – Sales

What does this role hold for you?

- Responsible for Channel Sales function of the organization for Commercial Projects.
- Strategize and plan the channel sales process management, forecasting, pricing, key account management, expenses, profitability.
- Plan and administer the company's marketing budget and keep cost in control; out-reach.
- Conduct effective and accurate market research, competitor's analysis and apply this information to increase market share.
- Sale management and push sale team forward to the company goal.
- Train and Coordinate with the external agencies, agents, brokers for prospective client meetings, presentations etc.
- Ensure payment collection and regular follow-up on outstanding reminder dues from customers.
- Conduct regular meeting with the channel partners to discuss target status, project information and sales strategy.
- Ensure the confidentiality of the customer list, mailing lists and other sensitive company information.

Apply if you have...

- Relevant work experience of 12-15 years in Real Estate
- Dynamic, aggressive, result oriented with ability to work independently

Interested candidates can apply on careers@spaze.in