

Designation:

Manager/ Senior Manager/ AGM/ General Manager - Sales **(Only from Real Estate developer firms)**

Summary:

The incumbent is responsible to motivate their Channel partners to close sales. Managers develop effective training programs that train agents how to acquire customers, negotiate deals, and secure financing and complete paperwork for the sale. After training, set weekly, monthly and yearly monetary goals for the channel partners. These goals are tracked through sales meetings that are conducted.

Job description

- Responsible for Channel Sales function of the organization.
- 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.

Eligibility:

- Preferably MBA
- Excellent communication, presentation and negotiation skills.
- Should have a flair for establishing an instant rapport with clients.
- Dynamic, aggressive, result oriented and self-starter.
- Ability to work independently.
- Enjoy networking and meeting new people.
- Preferably from Gurugram, Haryana location.

Interested candidate can call on **+91 - 7042394433** or E-Mail CV @ **narender.rawat@spaze.in**