

JOB DESCRIPTION			
JOB DETAILS			
<b>Job Title</b>	<b>Residential Sales Manager</b>		
<b>Function</b>	Sales & Marketing	<b>Location</b>	Gurgaon, Bangalore, Pune Mumbai
<b>Staff Supervised</b>	<b>Direct Reports:</b> NA	<b>Matrix Reports:</b>	<b>NA</b>
<p>Vision India is a Business Conglomerate having three evolved business verticals - Staffing, Skilling &amp; Advisory Services. With a 32000 associate base and 105+ Indian, MNC and Government of India/ State(s) entities proudly listed in our clientele, we offer an assurance of our proven credentials &amp; differentiated service propositions across all the lines of our business to the clients across the country, APAC, Europe &amp; Americas.</p> <p>It has recording consistent growth in the topline over the last years &amp; stands proudly at INR 200 Crores for the year 2022-23, registering a 21% CAGR. It is poised for a much sharper top line growth in the forthcoming years riding on the projects commissioned in the last year besides the strong fundamentals on Staffing, Skilling &amp; Advisory businesses.</p>			
I. KEY RESPONSIBILITIES			
<ol style="list-style-type: none"> <li>1. Identify and generate potential clients for the residential business. Manage the transaction facilitation through the entire cycle from property identification, negotiations, and documentation.</li> <li>2. Network and build relationships with HNIs and corporate clients. Interact with clients to market the primary projects and to build relationships. Coordinate with clients and assist with purchase of residential properties. Develop networks of attorneys, mortgage lenders and wealth management contacts.</li> <li>3. Network &amp; build buyers and sellers for future purchases and transactions, other business lines and annuity businesses for leads generation.</li> <li>4. Promote sales of properties through advertisements, open houses, and participation in multiple listing services, stalls in property exhibitions and industry events.</li> <li>5. Act as an intermediary in negotiations between buyers and sellers over property prices and settlement details, and during the closing of sales. Coordinate and follow up with legal department to ensure purchase is legal and binding.</li> <li>6. Conduct analysis of property price, compare properties recently sold to determine competitive market price. If required adjust price with the consent of the developer and provide financial information and analytical data to the developer.</li> <li>7. Conduct research and site surveys. Engage with the online web portals for listing services to generate leads.</li> <li>8. Acquire mandates of boutique properties and create a marketing plan to reach out to the right target audience.</li> <li>9. Manage transactions, documentations, and MIS. Manage tracker and reports on leads, client visits, closures etc along with other required information.</li> </ol>			
II. QUALIFICATIONS, CERTIFICATIONS AND EXPERIENCE			
<b>Minimum Qualifications</b>	<ul style="list-style-type: none"> <li>• Graduate/MBA with 2-8 years of Work Experience</li> </ul>		
	<ul style="list-style-type: none"> <li>• Should understand the current industry trends.</li> <li>• Candidates with Sales experience from Real Estate and hospitality preferred.</li> <li>• Good negotiation skills.</li> <li>• Should have good working knowledge of MS Word, Excel &amp; Power</li> </ul>		
<b>Desired Profile:</b>	<ul style="list-style-type: none"> <li>• Should have access to the NRI's or relevant experience whereby tapping into this segment will be relatively easy.</li> <li>• Should be a good team player.</li> <li>• Must be able to mould as per the work demands.</li> </ul>		

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|  | <ul style="list-style-type: none"><li>• Field job predominantly - visits to properties and meetings with landlords/brokers</li><li>• Desire to excel, target driven, etc.</li></ul> |
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To know more about **Vision India**, visit us at [www.vispl.co.in](http://www.vispl.co.in); [www.justjob.co.in](http://www.justjob.co.in)

