

United Arab Emirates Jobs Expertini®

Account Executive

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Company: Acasa

Location: , , United Arab Emirates

Category: sales-and-related

Types of Properties Ready to move in Under constructionApartment VillaTown house Sale
New DevelopmentRentBedrooms Bedrooms Studio 1 2 3 4 5 6 7 8 9 Seley Price Minimum:
0 AED0 AEDAED 500,000 AED 1,000,000 AED 5,000,000 AED 10,000,000AED 20,000,000
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ExecutiveAcasais a leading real estate company committed to revolutionizing the property management experience. With a focus on innovation, customer satisfaction, and cutting-edge technology, we aim to redefine the way people engage with real estate. Join us in our mission to create seamless, user-centric solutions that empower individuals to manage their properties efficiently.Responsibilities:As an Account Executive at Acasa.Real Estate Company, your primary responsibilities will include:Client Relationship Management: Build and maintain strong relationships with clients, understanding their real estate needs and providing tailored solutions.Sales and Business Development: Identify and pursue new business opportunities, negotiate contracts, and achieve sales targets. Collaborate with the sales team to develop effective strategies for market expansion.Portfolio Management: Oversee a portfolio of real estate properties, ensuring client satisfaction and resolving any issues that may arise. Proactively monitor market trends and assess property values.Financial Analysis: Conduct financial analyses, including ROI calculations and cost-benefit assessments, to assist clients in making informed real estate investment decisions.Market Research: Stay updated on industry trends, competitor activities, and market dynamics. Provide insights and recommendations to the team to enhance our competitive positioning.Documentation and

Compliance: Ensure all transactions and agreements adhere to legal and regulatory requirements. Coordinate with internal teams to manage documentation and streamline processes. Customer Service: Deliver exceptional customer service throughout the client lifecycle. Address client inquiries, concerns, and feedback promptly and professionally. Education & Experience: Bachelor's degree in Business, Real Estate, Finance, or a related field. Proven experience in real estate sales, account management, or a similar role. Strong understanding of the real estate market and industry trends. Familiarity with financial analysis and investment principles. Excellent knowledge of legal and regulatory aspects of real estate transactions. Effective communication and negotiation skills. Skills: Sales and Negotiation: Demonstrated ability to close deals and negotiate favorable terms. Proven track record of meeting or exceeding sales targets. Client Relationship Management: Exceptional interpersonal skills with the ability to build and maintain strong client relationships. Analytical Skills: Strong analytical and problem-solving skills, with the ability to conduct financial analyses and interpret market data. Communication: Clear and concise communication skills, both verbal and written. Ability to articulate complex real estate concepts understandably. Team Collaboration: Collaborative mindset with the ability to work effectively within a team and across different departments. Time Management: Excellent organizational and time management skills to prioritize tasks and meet deadlines. Tech-Savvy: Proficiency in using real estate management software and other relevant tools. Acasa is all set to help you find a dream home in Dubai, one of the world's most dynamic hotspots known for its diverse cultural conglomeration. RNA RESOURCES BUILDINGAI Qouz Third 104-0 – Dubai Sign up to our newsletter to receive inspirational interiors, delivered straight to your inbox.

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