

United Arab Emirates Jobs Expertini®

Head of Sales & Leasing

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Company: Guy Last Premium Real Estate Recruitment UAE

Location: dubai

Category: other-general

Dubai / permanent / AED20,000 + Commission & Override This role demands strong leadership, an acute understanding of the Dubai Real Estate Market, and a strategic approach to sales and leasing. You will lead a team of professionals and be responsible for developing and executing sales and leasing strategies that align with the company's objectives. KEY RESPONSIBILITIES Leadership and Team Management: Recruit, interview, and select potential team members, ensuring the selection of qualified and motivated individuals. Lead, mentor, and develop a team of sales and leasing professionals, fostering a high-performance culture. Set clear performance targets, provide coaching, and evaluate team members' progress. Ensure a cohesive and motivated team working towards common goals. Strategic Planning Develop and execute comprehensive sales and leasing strategies for secondary market properties to maximize profitability. Analyze Dubai real estate market trends, competitor activities, and customer preferences to identify opportunities and challenges. Define pricing strategies, marketing plans, and sales tactics to stay ahead in the Dubai real estate market. Sales and Leasing Operations: Oversee day-to-day sales and leasing operations, ensuring efficiency and excellence in service. Maintain strong relationships with clients, responding to inquiries, and resolving any issues promptly. Monitor and report on key performance indicators (KPIs) to track progress and make data-driven decisions. Market Analysis and Asset Management: Conduct thorough market research to identify potential buyers or lessees for secondary market properties. Evaluate the condition and market value of secondary market assets, making recommendations for enhancements or adjustments. Manage the company's inventory effectively by analyzing supply and demand dynamics.

Contract Negotiation and Compliance: Lead negotiations for sales and lease agreements, ensuring favorable terms for the company. Ensure compliance with Dubai's real estate laws, regulations, and best practices in all transactions. Develop and manage budgets for the sales and leasing department, optimizing resource allocation. Regularly analyze financial performance, identify variances, and take corrective actions as needed.

Reporting and Stakeholder Communication: Provide regular reports and updates to senior management on sales and leasing performance, market insights, and strategic initiatives. Collaborate with cross-functional teams, including marketing, finance, and legal, to align strategies and achieve organizational goals.

Customer Satisfaction and Brand Reputation: Maintain and enhance customer satisfaction by delivering exceptional service and promptly addressing customer inquiries or concerns. Implement feedback mechanisms to continuously improve service quality and the company's reputation.

Qualifications: Bachelor's degree in business or a related field. Minimum 5 years of experience in sales and leasing management within the Dubai real estate market. Proven leadership and team management skills. In-depth knowledge of Dubai's real estate regulations, market trends, and local business practices. Excellent negotiation, communication, and analytical abilities. Proficiency in data analysis and reporting tools. A track record of achieving and exceeding sales targets. Adaptable and capable of navigating a dynamic real estate market.

Dubai Address: Boulevard Plaza Tower, 1 Sheikh Mohammed Bin Rashid Boulevard, Downtown Dubai, P.O. Box 27363, Dubai, UAE. Book A Call. Click below to submit your details. Our team are ready and waiting.

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