

Real Estate Relationship Manager | Keyper Dubai

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Company: Keyper

Location: dubai

Category: other-general

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A digital real estate investment management platform curating an ecosystem of real estate stakeholders to provide the best experience for property investors.

A Relationship Manager creates and preserves strong relationships with clients, partners, or members of their team.

A Relationship Manager should have a good understanding of the company's products and services. They must also have a great communication skill in order to know how they can best help clients with their needs and strengthen the relationship between the organization and the customers.

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Responsibilities:

Building positive relationships with customers (Investor Landlords)

Assisting with generating new business

Identifying opportunities for greater profits

Understand customers (Investor Landlords) needs and develop plans to address them.

Resolve customer complaints quickly and effectively.

Identify Upselling and cross-selling opportunities.

Promote High-quality sales, supply and customer service processes.

Aim to preserve customers (Investor Landlords) and renew contracts.

Approach potential customers (Investor Landlords) to establish relationships, which includes signups of New Property Management Agreements.

Gain solid knowledge of competitors.

Qualifications:

Education: Basic, bachelor's in business and/or related field.

Must have Experience in: Property Management Sales, Agreement and Conversions.

Basic Knowledge of Dubai Leasing terms and procedure.

Basic Knowledge of Sales (Secondary Market and Off-Plan).

Excellent communication and verbal skills in Arabic and English.

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