

Relationship Manager

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Company: Keyper

Location: dubai

Category: other-general

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

Through direct and indirect means, relationship managers help firms improve relationships with clients and partners. Relationship management has two areas of focus: clients and business partners. 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

Bachelor's Business Administration and/or related field. Experience in Property Management Sales, Agreement and Conversions (required). Basic Dubai Leasing terms and procedure. Basic knowledge in Sales (Secondary Market and Off-Plan).

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