

Residential Client Relationship Manager Jobs In Dubai | Savills Middle East

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Company: Savills Middle East

Location: dubai

Category: other-general

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Key aspects of this role will include building and maintaining relationships with both new and existing clients, business growth, team development, client management and commercial performance. Additionally, managing the day-to-day leasing activity in the Dubai office for all Exclusive Leasing inventory. This primarily relates to units within residential Property Management Assets (we have in excess of 4,000 residential units under Management), but also some assets which we provide Exclusive Leasing in isolation of Property Management.

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ResponsibilitiesIdentifying new business targets and driving proactive business development initiatives to expand the leasing portfolio

Development proposal and pitch documents, also presenting to potential clients.

Building and maintaining relationships with new and existing clients.

Identify creative and innovative marketing initiatives to generate new business in conjunction with the Marketing team.

Assisting Head of Residential / Office Head with the setting of office budgets and targets.

Drive achievement of individual and team targets to ensure financial forecast is achieved.

Overseeing team P&L, monitoring expenditure and financial income.

Day to day management of all Leasing staff based within the assigned office, ensuring

targets are met or exceeded from a personal and team perspective.

Full awareness and understanding of local market/dedicated areas.

Ensure effective management of the applicant process and enquiries.

Provision of comparative market analysis for assets to guide clients on valuations as required. Apply Also Credence High School Careers 2023 in Dubai: Required Teachers

Requirement Educated to at least Higher education level

UAE driving license holder and vehicle owner.

Demonstrable record in residential property with at the requisite senior level.

Negotiation skills

Selling skills

Confident in presentation delivery

People Management

Understanding of sales targets and office income

Good organisational skills

Excellent communication skills

Computer literate Apply Also Graphic Designer Jobs In Dubai | UPGRADE

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