

# United Arab Emirates Jobs Expertini®

## Sales Team Lead Jobs In Dubai 2023 | Caliberly

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Company: Caliberly

Location: dubai

Category: other-general

### Sales Team Lead Jobs In Dubai 2023 | Caliberly

**Duties & Responsibilities:**Lead and manage a team of real estate agents, including setting performance goals and providing ongoing coaching and support

Develop and implement sales strategies to achieve company revenue goals

Monitor market trends and adjust sales approaches accordingly

Maintain relationships with current clients and identify new business opportunities

Build a strong network/connections with the developers in Dubai

Oversee the sales process from start to finish, including coordinating with agents, clients and other professionals

Ensure that all team members adhere to company regulations and ethical standards

Develop and execute strategies to drive business in new and existing markets

Partner with Talent Acquisition to identify and recruit top sales talent

Mentor employees to help them achieve individual & team objectives  
**Requirements:**Minimum 2 years as Sales Manager in a Real Estate Brokerage

Must have managed a team of 5 people.

Minimum of bachelors degree

Time-management skills

Presentable, Elegant and Adhere to Time Frame

Professional communication skills, verbal and written

Strict commitment to the daily sales activities assigned by the Head of Sales

Attending assigned leads immediately upon receiving them

Discover clients' criteria and find living spaces that fit their criteria

Generating referrals from existing leads and clients

Knowledge of social media trends#J-18808-Ljbffr

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