

United Arab Emirates Jobs Expertini®

Sales Team Lead – Real Estate Jobs In Dubai UAE | Caliberly

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Company: Caliberly

Location: dubai

Category: other-general

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Description:

We are looking for a dedicated sales lead to coordinate our sales teams, ensure the team's sales quotas are met, and support the management. The sales lead will perform sales, management, and administrative tasks, such as maintaining your sales performance, recruiting and training staff, and monitoring inventory.

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 1 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#J-18808-Ljbffr

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