

# United Arab Emirates Jobs Expertini®

## Senior Relationship Manager - Property Consultant

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Company: Women First Jobs

Location: , , United Arab Emirates

Category: business-and-financial-operations

**Job Description:** As a Senior Relationship Manager specializing in direct sales you will play a pivotal role in driving sales and revenue growth by fostering strong relationships with clients and effectively showcasing our portfolio of luxury properties. You will be responsible for managing the end-to-end sales process from lead generation to deal closure while delivering exceptional customer service and exceeding sales targets. **Responsibilities:** Develop and implement strategic sales plans to achieve sales targets and maximize revenue growth. Achieve allocated sales targets through direct effort. Meet prospecting targets by ensuring the required number of prospects per day. Lead negotiations, prepare sales agreements and facilitate the closing process in collaboration with internal stakeholders. Achieve telecalling targets in terms of number of connected calls. Building and maintaining relationships with clients and key personnel within customer companies. Collaborate with marketing and sales teams to develop marketing campaigns, promotional activities and sales collateral to support sales efforts. Conducting business reviews to ensure clients are satisfied with their products and services. Alerting the sales team to opportunities for further sales within key clients. Letting customers know about other products the company offers. Attending meetings with clients to build relationships with existing accounts. Achieving client relationship targets and KPIs as set by the Head of Sales. Working closely with Account Managers and Sales Administration. Escalating and resolving areas of concern as raised by clients. Updating the CRM and ensuring account managers are aware of changes within clients. Liaising with internal departments to ensure client needs are fulfilled effectively.

**Qualifications and Experience:** Minimum 2 years of sales experience in the domain of Real

Estate Brokerage or Developer / Mortgage / Life Insurance / Timeshare.Key

Competencies and skills: Experience in managing Direct sales or Agents Good communication and presentation skills are a must Proficiency in CRM software Microsoft Office Suite and other sales tools. Proven track record of achieving sales targets Strong interpersonal skills and an ability to build rapport with customers Benefits: Competitive salary package with attractive commission structure. Comprehensive benefits package including health insurance retirement plans and performance bonuses. Opportunities for career growth and advancement within a dynamic and innovative organization. Access to training and development programs to enhance skills and expertise. Vibrant and inclusive work environment with a culture of collaboration and excellence.

#J-18808-Ljbffr

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