

# United Arab Emirates Jobs Expertini®

## Senior Sales Manager - Rion

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Company: Talent Pal

Location: dubai

Category: other-general

We are desiring to recruit a proactive Sr Sales Manager to join our elite team at REvolution Real Estate in United Arab Emirates. REvolution Real Estate is a boutique European Real Estate Developer focused on Ultra Luxury Lifestyle Developments such as Eywa in Business Bay Dubai. As a commitment to our continued and exceptional growth we are looking to grow our inhouse Sales team to work with our Exclusive Agents. In addition create a presence in Dubai within real estate luxury market and investors. If you are strong in attention to detail people management and have the right passion for the job then apply for the role: Experience in Dubai Luxury Real Estate Previous experience in working for prestigious Real Estate Developers in Sales is a must Understanding of lifestyle requirements of UHNWI investors Exceptional network of repeat investors Result oriented and market aware personality Excellent written and verbal English / Russian communication skills Previous...experience with Hubspot and CRM systems Understanding of Sales Operations Understanding of Dubai Real Estate / RERA Understanding of Oqoodi System at RERA Understanding of RERA Escrow account Understanding of Sales and Purchase agreement / Follow up with Clients Understanding of AML / KYC processes Responsibilities: Provide thought leadership and analytics in Sales Market Trends Absorption Rates demographics investor profiles etc Knowledge of local demographic and economic trends to guide customers with integrity and build trust. Adhere and ensure compliance with the company guidelines and policies. Planning monthly sales targets and executing them in a given time frame. Handling Sales activities with a focus on achieving predefined sales targets. Develop new business opportunities in various geographies with research prospecting to get leads to achieve the

sales target. Provide presentations to customers on the project. Managing activities pertaining to negotiating / finalization of deals. Handling client objections concerns and queries effortlessly. Updating customers data and sales records diligently on CRM. Ensure deal closure by guiding team to coordinate with the allied teams for necessary paperwork. All relevant documents to be verified prior to processing a sale and ensuring the initial payments are collected within the stipulated time. Working closely with our Exclusive Agents / Broker Channels and Data Base to exceed 20 Million AED Sale per month. Skills :Strong team leader and goal orientated. Excellent interpersonal skills communication skills and presentation skills Effective Organization and analytical skills Previous experience in Sales working for Dubai Real Estate Developer Education & Experience: Bachelors degree in Business Administration or related field Minimum 58 years of experience in Dubai Real Estate Sales is desirable. Target driven with a proven track record of success in a similar role. Tips: Provide a summary of the role what success in the position looks like and how this role fits into the organization overall This job has been sourced from an external job board. More jobs on #J-18808-Ljbffr

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