

JOB DESCRIPTION

Position: SALES MANAGER

JOB PURPOSE:

The Sales Manager will work closely with the Marketing and Sales Director to drive sales for our residential and hospitality property projects. This role is crucial in conducting market research and analysis, proposing sales policies, coordinating with internal teams and external agencies, and developing and training a network of sales agents.

LEVEL: Manager

REPORTING LINE: Marketing & Sales Director

KEY RESPONSIBILITIES AND ACCOUNTABILITIES:

- Conduct market research and analysis to understand the market and develop competitive sales policies.
- Propose and implement effective sales policies to drive revenue growth.
- Work on detailed pricing strategies to ensure competitiveness and profitability.
- Coordinate with internal departments and external agencies to prepare comprehensive sales kits. - Develop and expand the network of sales agents.
- Train and mentor sales agents to improve their performance and knowledge.
- Collaborate closely with the Marketing and Sales Director to align sales strategies and initiatives.
- Ensure sales targets are met and exceeded.
- Maintain strong relationships with clients and stakeholders.

QUALIFICATIONS:

Required Skills & Qualifications:

1. Education:
 - Bachelor's degree in business administration, economics or related field.
2. Experience:
 - Minimum 5 years of experience in real estate sales.
 - At least 2 years of experience in a management position.
 - Experience in the hospitality sector is highly preferred.
3. Skills:
 - Strong presentation, interpersonal, and time management skills.
 - Proficiency in market research and analysis.
 - Positive thinking and a result-oriented mindset.
 - Team-player with strong collaborative skills.
 - Excellent problem-solving abilities.
 - High level of integrity and professionalism.
4. Key Performance Indicators (KPIs):