

Job Title: Sales Director

Company: Essay Global Properties

Location: Dubai, United Arab Emirates (UAE)

Reporting Manager: CDO

Key Responsibilities:

- **Strategic Leadership:**
 - Develop and implement a comprehensive sales strategy to achieve revenue and growth targets.
 - Provide strategic direction to the sales team, aligning efforts with the overall business objectives.
- **Team Management:**
 - Lead, mentor, and motivate a high-performing sales team.
 - Foster a culture of collaboration, accountability, and continuous improvement within the sales department.
- **Market Analysis:**
 - Conduct thorough market research to identify trends, opportunities, and potential challenges in the UAE real estate market.
 - Utilize market insights to formulate effective sales strategies and stay ahead of industry competition.
- **Relationship Management:**
 - Build and maintain strong relationships with key clients, investors, and industry stakeholders.
 - Collaborate with other departments to ensure seamless communication and coordination, particularly with marketing and operations teams.
- **Sales Performance:**
 - Set and monitor sales targets, KPIs, and metrics to evaluate team and individual performance.
 - Implement innovative and effective sales techniques to maximize revenue and market share.
- **Financial Management:**

- Develop and manage the sales budget, ensuring effective allocation of resources for optimal results.
- Provide regular financial reports and analysis to executive leadership.
- **Contract Negotiation:**
 - Lead negotiations for major contracts and agreements.
 - Ensure compliance with legal and regulatory requirements in all sales transactions.
- **Customer Satisfaction:**
 - Prioritize customer satisfaction by ensuring high-quality service delivery and addressing customer concerns promptly.
 - Implement strategies to enhance the overall customer experience and loyalty.
- **Technology Integration:**
 - Stay abreast of industry trends and emerging technologies to enhance the efficiency and effectiveness of the sales process.
 - Evaluate and implement sales technologies and tools to optimize the sales workflow.

Qualifications and Requirements:

- Bachelor's degree in Business, Real Estate, or a related field; Master's degree is a plus.
- Proven experience in a senior sales leadership role within the real estate industry, preferably in the UAE.
- In-depth knowledge of the UAE real estate market, regulations, and industry trends.
- Strong leadership, communication, and interpersonal skills.
- Demonstrated ability to develop and execute successful sales strategies.
- Excellent negotiation and contract management skills.
- Financial acumen and experience managing budgets.
- Results-oriented mindset with a track record of achieving and exceeding sales targets.