

**Job Title:** Sales Executive

**Company:** Essay Global Properties

**Location:** Hyderabad / Bangalore, India

**Reporting Manager:** Branch Manager

**About the Role:**

In this exciting role, you will play a crucial role in driving sales growth for Essay Global Properties in the Indian market. You will be responsible for prospecting for new clients, building strong relationships, and exceeding sales targets.

**Key Responsibilities:**

- Generate qualified leads through various channels (e.g. networking, online platforms).
- Develop a deep understanding of the local property market (residential / commercial) in your assigned territory.
- Conduct market research and identify potential investment opportunities for clients.
- Present properties effectively to clients, highlighting key features and benefits.
- Negotiate deals with clients and secure sales agreements.
- Maintain and manage strong relationships with existing and potential clients.
- Prepare and deliver property presentations to clients.
- Provide excellent customer service and address client inquiries promptly.
- Contribute to company growth by achieving and exceeding sales targets.
- Maintain accurate records and reports related to sales activities.
- Collaborate effectively with internal teams (Marketing, Administration) to ensure smooth client experience.

**Qualifications:**

- Minimum of 1-2 years of experience in real estate sales or a related field
- Strong understanding of the Indian real estate market (residential/commer)
- Excellent communication, presentation, and negotiation skills
- Proven ability to build strong relationships and develop trust with clients

- Highly motivated, results-oriented, and possess a strong work ethic
- Excellent time management and organizational skills
- Proficiency in MS Office Suite and familiarity with CRM software (a plus)
- Excellent written and verbal communication skills in English
- Valid driver's license (preferred).