

Job Title: Sales Manager

Company: Essay Global Properties

Location: Dubai, United Arab Emirates (UAE)

Reporting Manger: Sales Director

Key Responsibilities:

- **Sales Strategy and Planning:**
 - Develop and implement effective sales strategies to achieve company sales targets.
 - Analyze market trends, competitor activities, and customer feedback to identify new business opportunities.
- **Team Leadership:**
 - Recruit, train, and manage a high-performing sales team.
 - Motivate and mentor team members to enhance their performance and professional growth.
 - Conduct regular performance reviews and provide constructive feedback.
- **Customer Relationship Management:**
 - Build and maintain strong relationships with clients, ensuring customer satisfaction and loyalty.
 - Address client concerns and collaborate with the customer service team to resolve issues promptly.
- **Sales Operations:**
 - Oversee the entire sales process, from lead generation to closing deals.
 - Monitor and analyze sales metrics to identify areas for improvement and optimization.
 - Prepare regular reports on sales activities, achievements, and challenges for the executive team.
- **Collaboration:**
 - Collaborate with marketing, finance, and project development teams to align sales strategies with overall business objectives.
 - Participate in the development of marketing campaigns and promotional activities.
- **Compliance and Documentation:**
 - Ensure that all sales activities comply with regulatory requirements and company policies.

- Maintain accurate records of sales transactions, contracts, and customer interactions.

Qualifications and Requirements:

- Bachelor's degree in Business, Marketing, or a related field.
- Proven experience as a Sales Manager in the real estate industry in the UAE.
- Strong understanding of the local real estate market and regulations.
- Excellent leadership and communication skills.
- Track record of meeting or exceeding sales targets.
- Ability to analyze data and market trends to make informed decisions.
- Proficiency in CRM software and Microsoft Office Suite.
- UAE driving license is preferred.

Benefits:

- Competitive salary and performance-based incentives.
- Health insurance and other employee benefits.
- Opportunities for professional development and growth within the company.