

Real Estate Sales Executive - Mombasa

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Company: Career Directions Limited (CDL)

Location: Mombasa

Category: installation-maintenance-and-repair

Industry:Real Estate Location:Mombasa Our client, a prominent real estate firm, is in search of a dynamic and proactive Sales Executive. The selected candidate will play a pivotal role in promoting the firm's value proposition and achieving specified revenue targets. Responsibilities encompass enhancing brand image, facilitating property transactions, and identifying new business opportunities in property management.

Responsibilities:Ensure a deep understanding of the firm's value proposition.Contribute to the development and execution of branding and sales strategies.Stay informed about developments in the Real Estate Market in Kenya and internationally to provide informed advice to clients.Sell various services, including property management, vacant spaces for lease, built properties or land for sale, and advisory services. Generate revenue by pursuing leads on sales, lettings, and management contracts to successful conclusions.Identify and acquire new properties for sale and lease in the firm's portfolio, as well as explore new management and advisory opportunities. Cultivate relationships and networks with key partners such as developers, agents, financiers, lawyers, and other business sources. Provide post-sale customer service and contribute to the firm's client database. Ensure receipt of client feedback after each transaction and follow up on required actions. Foster teamwork with sales colleagues and other company staff. Provide regular activity and performance reports. Manage company property and assets entrusted for sales purposes. Undertake ad hoc duties associated with the sales function, including drafting correspondence, collaborating with external agencies, and maintaining records. Perform other related tasks as required from time to time. Requirements Qualifications: At least 1 year experience working as

a salesperson in insurance, banking, real estate or related sector. Minimum Second Class Honors (Upper) in Sales & Marketing or a related field. Minimum Grade B Plain and above in KCSE. Excellent communication, influencing, and negotiating skills.

1-3 years

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