

Sales & Marketing Team Leader – 5 Positions at Optiven Limited

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

(adsbygoogle = window.adsbygoogle || []).push({}); Optiven Limited is a real estate company. We are founded to provide value added plots for sale and offer real estate solution to the African community. As market leaders in this industry, we sell clean land with valid title deeds. With an extensive working experience, we ensure that we deliver. Our Patners are experienced and the staff professional, we provide full customer focus to each client. We guarantee delivery for any requirements and enquiry.

Summary

Optiven, a leading company in the Real Estate Industry seeks to hire mature , experienced, self-driven and results oriented candidates to fill in the role of Sales & Marketing Team Leader. The desired persons will be reporting to the Regional Sales & Marketing Manager and the General Manager.

Key Responsibilities :

Lead a team of at least 10 Sales & Marketing Executives to ensure that they realize sales and be able to convert them %.

Conduct market research and analysis to determine needs, potential, desired rates.

Coordinate and assist the teams in systematic and consistent lead generation from cold calling, referrals, lead generation services and other forms of social media.

Source for new business opportunities by approaching prospects as required.

Take leadership in identifying and sealing business opportunities.

Keep abreast of developments in the real estate market in Kenya so as to provide evidence-based advice to clients i.e. prices, legal requirements and related matters.

Support the development and implementation of a branding and marketing strategy including coordinating market activation and ensuring high performance levels to the sales & marketing teams.

Provide after sale services to customers and maintain a potential client database in the company's files.

Build and maintain relationships with clients by providing support, information and guidance, and recommending service improvements.

Set targets, job standards and goals for the team and spear head it to execution and attainment and supersede performance.

Provide periodic (daily, weekly and monthly) sales reports to company management on sales operations and the generated returns from the team.

Oversee the preparation and approval of documents such as sale agreements and titles.

Represent the company in all sales meetings, participate in seminars, conferences, and events.

Train, guide, mentor and coach the team to become the best and aggressive performers.

Ensure compliance with real estate laws and policies when conducting property sales deals.

Manage company property and assets entrusted to the team members for sales and marketing purposes.

Perform other related tasks as may be assigned from time to time.

Requirements :

Qualifications

Bachelor's degree or a diploma in Business Administration, Sales & Marketing, Marketing

or a related field.

Fluency in French language will be an added advantage.

At least 3 years' experience in sales & marketing position, experience in the real estate sector will be an added advantage.

Must have at least 2 years' experience managing a sales team and a proven ability of training such team.

Thorough understanding of sales & marketing in the real estate industry.

Must be mature and of good standing.

Skills :

Excellent communication, influencing and negotiating skills

Brilliant analytical and reporting skills.

Good organization and administrative skills

A strong team player

Ability to perform with minimal supervision

A competent user of the Internet, Microsoft Outlook, Microsoft Word, Microsoft PowerPoint and Microsoft Excel.

Ability to adopt a flexible approach to meet targets and the needs of the business.

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