



## **AHI REALTY**

### **JOB DESCRIPTION**

#### **Business Development Manager**

##### **ABOUT AHI REALTY**

We are a fastest growing Real Estate firm based at Gurgaon, we are a team of young and dynamic professionals of real estate sector who are well qualified to understand and service the individual & corporate needs.

AHI have tried through our continuous efforts to provide the maximum and transparent information to our esteemed clients about the projects so as to understand them we started an online portal ([www.ahirealty.in](http://www.ahirealty.in)) for the same.

##### **KEY RESPONSIBILITIES**

- Connect and engage with pre generated leads via outbound calls.
- Reach out to new customers and explain them about the products.
- Actively seek out new sales opportunities through cold calling, networking, and social media.
- Set up meetings with potential clients and listen to their wishes and concerns.
- Initiate repeat sales by follow up phone calls from existing customers.
- Develop in-depth knowledge of products and services to make suitable recommendations based on customer needs.
- Continually meeting and exceedingly daily/ monthly targets with respect to call volume and sales.
- Develop and manage prospective clients / customers interested to invest in the Company's Real Estate Product and ensure revenue generation enabling the Organization to meet its Business Plan & Objectives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.

**PERSONAL COMPETENCIES**

- 1 - 3 yrs. of B2C sales experience
- One should own vehicle
- Prior experience in sales/business development/voice process will be preferred
- Passionate about sales
- Good communication skills & Client handling skills
- Ability to handle stress and rejection in soliciting clients
- Outlook-Properly groomed and formally dressed

**LOCATION**

- Gurgaon

**SALARY**

- No bar for the deserving candidate

**PERKS AND BENEFITS**

- Attractive Incentive Plans, Performance Pay, Bonus schemes are also provided.

**For further details Contact –**

**[HR@ahirealty.co.in](mailto:HR@ahirealty.co.in)**

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