

Project Sales Manager

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Company: Jagah Online

Location: Karachi Division

Category: sales-and-related

Project Sales Manager Duties and ResponsibilitiesThe most significant responsibility of real estate sales managers is keeping their teams and agents motivated to close sales. They set weekly, monthly, and annual goals for the team and agents to work towards, and track these goals by meeting with agents on a regular basis. They also conduct team meetings and offer advice and incentives for agents to achieve goals.

Hire and Train StaffThese managers are responsible for conducting interviews and hiring project sales staff. They develop and implement training programs that teach sales agents how to get customers, negotiate project sales deals, acquire financing, and properly fill out sale paperwork.

Administrative DutiesProject sales managers are often responsible for administrative duties like preparing employee payroll and budget reports, marketing, roasters and planning open houses and other events that help develop sales leads for their office. They may also order office supplies.

Maintain Client RelationshipsProject sales managers maintain relationships with repeat clients to keep them satisfied and promote future business opportunities and referrals.

Meet with ClientsAlthough they don't always act as sales agents themselves, project sales managers will meet with clients who need specialized attention or who are experiencing a difficult situation. They also assist sales executives and agents who need guidance with client meetings and communication.

Stay Informed on Real Estate IndustryTo stay current on the real estate industry, these managers spend time researching new housing regulations and legislation that affects their sales office. They also travel to attend industry meetings, seminars, and conferences to expand their industry knowledge and develop professional networks.

Job SpecificationPeople with outgoing

personalities who have a knack for motivating others to meet goals in a sales environment thrive as Project sales managers. :Coaching – helping team members reach their full sales potential is the main objective of a project sales manager, and the ability to support and motivate sales executives / agents is essential to success at this jobSalesmanship – sales skills are fundamental, as these managers must to train their sales team to build rapport, ensure client trust, and make the sale on a regular basisTeammanagement – it is the responsibility of the Project sales manager to oversee the sales team and handle any issues that arise, as well as to make sure sales goals are metCommunicationskills – the ability to listen to and speak with clients, sales executives / agents, and other managers is essential for effective Project sales managersBusinessacumen – an understanding of how a business achieves objectives and goals to drive sales is important for project sales managers. They must think strategically, understand the real estate industry, and have a manager mindsetPerformancemanagement – these managers must plan and implement sales objects and evaluate sales performance to ensure goal accomplishmentJagahonline is a product of Hundred Alpha Pvt. Ltd (www.hundredalpha.com). Hundred Alpha Pvt. Ltd. is a joint venture between Hatch Techs Pvt. Ltd., a Dubai based company and E-Creatorz, a leading software house in Pakistan. The cmustakbil.com asks for your consent to use your personal data to: perm_identity Personalised ads and content, ad and content measurement, audience insights and product developmentdevices Store and/or access information on a device Some vendors may process your personal data on the basis of legitimate interest, which you can object to by managing your options below. Look for a link at the bottom of this page or in our privacy policy where you can withdraw consent.

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