

Sales Executive

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Company: Patkar Estates

Location: ulhasnagar

Category: other-general

Sales Executive (Telecaller/ Closing) (2) – Real Estate – Required Urgently
Designation Sales Executive (Telecaller - inbound & outbound) - Remote or On-Site, as per candidate's convenience
Qualification & Experience Any Graduate with 2+ years of experience in Real Estate Sales – telecalling, with Industry-leading compensation & benefits. Must Have Very good communication skills with proficiency in English, Hindi & Marathi; Be a self-starter who is excited about cold-calling potential leads; Be courteous and have a pleasant personality; Have patience to deal with rejections over call; Enjoy interacting with new people; and Be a team player, a good listener and have an enterprising mindset to come up with creative ideas and solutions for complex sales and marketing problems.
Responsibilities Be the first point of contact for inbound and outbound calls from and to potential customers; Follow-up with potential customers continuously to ensure site visits; Call existing customers for feedback and for upselling company's new projects at regular intervals; Coordinate with on-site sales teams for customer visits; and Work closely with the founder & management team to execute the Sales & Marketing strategies and Sales Velocity.
Work Days 6 days a week (Saturday & Sunday working with Monday weekly off)
Compensation & Benefits Fixed (Excl. applicable deductions): Up to Rs. 20,000 per month for the right candidate. Variable: 0.05% of the Agreement Sales Value upon achieving a realistic monthly sales target.
Other benefits: Health & Accidental Life Insurance; and Annual Bonus for exceptional performance.
About Patkar Estates (Marque Empire) ABOUT THE GROUP Over last three decades, Patkar Estates Pvt Ltd (PEPL) has firmly established itself as one of the leading and most successful developers in Badlapur by imprinting its indelible mark across all asset

classes. Now with 25+ landmark developments across the Badlapur city region, the group has extended its expertise to major cities across Thane District. Ram Patkar Group has diversified over time into a number of related/non-related services, each of them spearheaded by individuals with adroit capacity. We are the only developers in Badlapur and nearby area, to boast of such a widely diverse portfolio covering residential, commercial, retail, leisure and hospitality segments. PEPL is a name synonymous with innovation and leisure in construction. The Group has pioneered many landmark developments and introduced many firsts in Badlapur, Thane district. The group has presence and is expanding across various Industries and Businesses, including, Real Estate Development, Leasing, Fintech, Proptech and REIT. THE STORY Foundation of PEPL was laid by Shri. Nandkishore Patkar (fondly known as Ram Patkar) in late 1980s. He started this group with a vision of development in Badlapur city. Starting as Manorama Construction and developing 25+ diverse portfolio with over 4 lakh sq. ft. covering Residential, Commercial and Hospitality segments today it has transformed into Patkar Estates Pvt Ltd. Additionally, through joint ventures, the group has executed more than 6 lakh sq. ft. Today the Group has become a name that is synonymous with innovation and customer happiness. The company has pioneered many landmark developments and introduced many firsts to Badlapur region. With the idea of integrating his start-up ideology with the legacy of the group, Bhushan Patkar, the son of Shri Nandkishor Patkar, has taken over the reins. Being a 2x Founder with a degree in Computer Science from UK and MBA from Hult – USA, Bhushan wants to use his experience as a Start-up operator to cultivate a start-up mentality backed by strong technology and innovative ideas in the Real Estate Industry. We are presently looking to expand our team to bring on-board people who share this vision and are willing to work hard and smart to grow at break neck speed with the company.

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