

## SALES MANAGER

**Location: Moshi, PCMC | Job Type: Full-time | Experience: 10+ Years | Industry: Real Estate, Construction | Gender: Female, Male**

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### About Us

**Kumar Properties Lifespaces Pvt. Ltd.** is one of India's most trusted and respected real estate brands, with a rich legacy of over 58 years in shaping urban landscapes. Headquartered in Pune, we have successfully delivered more than 35,000 satisfied homes and numerous commercial landmarks across key locations.

Our commitment to quality construction, timely delivery, and customer satisfaction has earned us an unmatched reputation in residential and commercial real estate. At Kumar Properties, we don't just build spaces — we craft enduring lifestyles.

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### The Opportunity

Sales Manager (Real Estate-Luxury Sales) will be responsible for **leading a sales team, developing strategies, achieving sales targets, and ensuring a high level of client satisfaction.** The role involves a combination of leadership, strategic planning, and hands-on sales management within the property market.

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### Key Responsibilities

- **Team Leadership and Management:** Lead, mentor, recruit, and train a team of sales executives, providing coaching and performance reviews.
- **Strategy Development:** Develop and implement effective sales strategies and action plans to achieve organizational sales goals and expand the customer base.
- **Target Achievement:** Set individual and team sales targets and monitor performance metrics to ensure goals are consistently met or exceeded.
- **Client Relationship Management:** Build and maintain strong, long-term relationships with key clients, channel partners, and stakeholders.
- **Market Analysis:** Monitor and analyze real estate market trends, economic indicators, and competitor activities to identify new business opportunities and adjust strategies accordingly.

- **Sales Process Oversight:** Manage the entire sales pipeline from lead generation and prospecting to negotiation and closing deals.
  - **Reporting and Budgeting:** Prepare and present regular sales forecasts, performance reports, and manage the sales department's budget.
  - **Compliance: Ensure all sales activities and transactions comply with local real estate laws and ethical standards. In – depth Knowledge of RERA, GST, STAMP DUTY etc**
  - **Cross-functional Collaboration:** Work with marketing Team, to develop promotional campaigns and improve outreach.
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### **Essential Skills and Qualifications**

- **Bachelor's degree in Business, Marketing, Real Estate, or a related field (MBA preferred).**
- Strong leadership and team management skills.
- **Proven experience in real estate sales (Luxury Residential and Commercial) management**
- Excellent communication, negotiation and interpersonal abilities.
- Strong analytical and problem-solving skills.
- In-depth knowledge of the real estate market, pricing, and industry trends.
- Proficiency in CRM software and Microsoft Office Suite
- Proven track record of meeting or exceeding sales targets.