

SALES MANAGER (MID LEVEL)

Location: Sawardari, Chakan | Job Type: Full-time | Experience: 05-07 Years | Industry: Real Estate, Construction | Gender: Female, Male

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.

The Opportunity

A Sales Manager (Mid-Level) shall be responsible for driving property sales by identifying leads, building client relationships and guiding clients through the entire buying or selling process. This role requires a deep understanding of the local real estate market, strong negotiation skills, and the ability to meet and exceed sales targets.

Key Responsibilities

- **Lead Generation:** Develop and implement strategies to generate new business opportunities through marketing campaigns, broker networking, and client referrals
- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with both existing and potential clients, understanding their needs and ensuring satisfaction.
- **Property Marketing and Showings:** Manage property listings, coordinate property viewings and site visits, and present properties to potential buyers, highlighting key features and benefits.

- **Sales and Negotiation:** Negotiate prices and contract terms to close sales deals effectively.
- **Documentation and Compliance:** Prepare and process necessary paperwork, contracts, and legal documents, ensuring all real estate laws and regulations are met. In – dept Knowledge RERA, GST, STAMP DUTY etc.
- **Market Analysis:** Monitor local real estate trends, competitor pricing, and buyer demands in high-growth. Prepare and submit regular sales reports and forecasts to management.
- **Collaboration:** Coordinate with internal teams, such as marketing, legal, and CRM, to ensure a seamless client experience from inquiry to closing.

Skills and Qualifications:

Education: Bachelor's degree in Business Administration, Marketing or a related field

Experience: 05-07 years proven experience in real estate sales (Residential) is required.

Communication and Interpersonal Skills: Excellent verbal and written communication, presentation, and relationship-building abilities are crucial (English / Hindi / Marathi)

Exceptional negotiation, communication, and relationship-building skills are vital to expand referral networks. In-depth understanding of the local real estate market, trends, and property values.

Familiarity with CRM software to manage client interactions and track sales activities.

Should possess Target oriented and result-driven approach, self-motivation, and the ability to work independently or as part of a team.