

**POSITION DOCKET**

**CONFIDENTIAL - TO BE USED BY TALENT ACQUISITION CELL**

**LODHA GROUP**

**2018**



### MISSION 2021

WE AIM TO BE AMONG THE COUNTRY'S  
TOP 10 MOST PROFITABLE COMPANIES

WITH A SALES TURNOVER OF OVER `20,000 CR. BY 2021

**WE INVITE YOU TO BE PART OF THIS EXCITING JOURNEY IN CREATING AN INDIAN MULTINATIONAL**

## **WE ARE ONE OF THE WORLD'S LEADING REAL ESTATE COMPANIES** **WITH A PRESENCE IN THE WORLD'S FINEST CITIES**

- o 37+ years of Rich Heritage
- o India's No. 1 Real Estate Developer for 5 consecutive years
- o India's Best 50 on Talent Satisfaction by People Capital Index
- o 71 completed projects and 41 on-going projects across Mumbai, London, Pune, Hyderabad
- o Offices in London, Dubai, Shanghai. Planned operations in USA and Singapore

## **STRONG LEADERSHIP AND A BRIGHT MIX OF TALENT** **WE HIRE FROM PREMIER INSTITUTES AND REPUTED FIRMS**



## **WORLD'S MOST PRESTIGIOUS REALTY PROJECTS** **WORLD ONE, CITY OF PALAVA, NO. 1 GROSVENOR SQUARE**

- o World One, the world's tallest residential tower (117 storeys)
- o Palava, India's first privately-developed greenfield smart city in MMR
- o No. 1 Grosvenor Square, redeveloping London's finest address
- o Iconic projects like The Park, New Cuffe Parade, Washington House, Lincoln Square

## **RENOWNED PARTNERS** **WE ASSOCIATE WITH THE WORLD'S BEST**



KEN SMITH



Buro Happold

PEI COBB FRIED & PARTNERS

ARUP

yoo

LERA

Leslie E. Robertson Associates

Profile Details

<b>Role</b> : Sales Manager	<b>Sub function</b> : Channel Sales
<b>Function</b> : Sales	<b>Reports To</b> : Sales Lead
<p><b>Business Context:</b> At Lodha Group, our mission is to be amongst the top 10 most profitable companies of India by 2021. We believe this is possible by working with the best talent in the industry. We are an organization of over 3,800 direct associates and 25,000 workmen at sites. The Group is currently developing an estimated 43 million sq. ft. of prime real estate with the largest land reserves in MMR, and has 41 on-going projects across London, Mumbai, Pune and Hyderabad and expanding in Bangalore. As part of India’s premier real estate developer, you will benefit from ample opportunity to work with exceptional colleagues, leverage your leadership skills and actively contribute to our growth objectives.</p>	
<p><b>Role Objective:</b> The incumbent is responsible for implementation of sales strategy and business development towards growth of the Direct Sales segment. The primary focus is on prospecting new accounts for the assigned projects and geographies, towards meeting revenue goals. The role requires consistently identifying leads, seeking business opportunities and developing strong client relationships towards effective sales. A significant responsibility is to develop, nurture channel partner networks and deliver significant throughput from the same. Additionally, the role holder is responsible for leading a team of 4 - 5 sales managers and, guiding them to achieve set targets in line with the segment’s business plans. As a team leader, the incumbent is an essential facilitator in all client interactions and negotiations conducted by the team of sales managers. The incumbent is expected to be a brand representative and support the team in all client interactions and negotiation process.</p>	
<p><b>Key Responsibilities</b></p> <p><u>Business Development and Channel Partner Management</u></p> <ul style="list-style-type: none"> <li>Consistently identify and qualify leads in designated markets through B2B and B2C sales calls. Leverage on a strong network of Channel Partners (CP) and existing customers to achieve set targets.</li> <li>Consistently build on the CP network to acquire new business and manage clients in collaboration with them. Conduct regular meetings with CPs with the purpose of both engagement and empanelment to drive more business.</li> <li>Quarterly review of CPs including actual achievement v/s targets, qualitative factors and process improvements</li> </ul> <p><u>Client Relationship Building</u></p> <ul style="list-style-type: none"> <li>Actively follow through on potential customers based on their specific requirements. Possess in-depth product knowledge (and micro information at project level) and communicates the same effectively to prospects.</li> <li>In collaboration with the Team Lead, meet with prospects, organize and conduct site visits and strive to establish a strong client relationship with an aim to convert from proposal to definite status</li> <li>Play a key role during various stages of customer engagement till delivery and provide support for query resolution</li> </ul> <p><u>Industry Awareness</u></p> <ul style="list-style-type: none"> <li>Keep abreast with relevant competitor details including price movements, construction activity, key trends and market dynamics</li> <li>Network effectively with peer teams and industry contacts to stay updated on key trends, developments, market dynamics and potential business opportunities. Liaison with various departments to get deeper product knowledge.</li> </ul> <p><u>Team Collaboration</u></p> <ul style="list-style-type: none"> <li>Support peer teams for effective deal closure, ensuring required documents (legal agreements, billing, credit etc.) are in place and monitoring collections for designated accounts</li> <li>Coordinate with various departments (Customer Care, Sales Peer Teams etc.) to ensure exceptional customer service</li> </ul> <p><u>Systems and Process Compliance</u></p> <ul style="list-style-type: none"> <li>Maintain accurate records for designated accounts and share regular updates with the Team Lead and Segment Head</li> <li>Maintain thorough adherence to SFDC and lead tracking mechanisms as required</li> <li>Ensure highest standards of compliance to Lodha Group’s policies, processes and value structure</li> </ul>	
<p><b>Skills:</b> Exceptional drive and focus, good communication skills, ability to develop strong professional relationships</p> <p><b>Qualification:</b> MBA preferred</p> <p><b>Practice and Other Requirements:</b> Sales experience of 5 to 7 years; consulting /investment banking/ wealth management/ client services background preferred; experience of selling luxury products with clear targets for top line; willingness to travel</p>	