Profile Details

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Role**  | : | Sales Executive – Residential Leasing |  |  |  |
| **Function**  | : | Sales | **Reports To** | : | Team Lead - Sales |
| **Business Context:** 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. Established in 1980, the Group is currently developing in excess of 43 million sq. ft. of prime real estate, with 71 completed projects and 41 ongoing projects from luxury residences to large integrated townships. As part of India’s premier real estate developer, you will benefit from ample opportunities to work with exceptional colleagues, sharpen your business skills, explore cross-project movements and build a strong foundation in driving sales through multiple channels. |
| **Role Objective:** The incumbent is responsible for implementation of sales strategy and business development towards growth of the Residential Leasing segment. A significant responsibility is to connect with existing client networks (Investor base / NRI clients) who would want to lease out their properties and also develop a database of potential lease customers for the same. The role requires managing end-to-end process of identifying leads, seeking business opportunities and developing strong client relationships towards effective sales. |
| **Key Responsibilities**Business Development * Consistently identify and qualify leads in designated markets to achieve set personal targets. Initiate leads through B2C sales calls as well as by leveraging Lodha Group’s network of existing customers to propose property leasing
* Deliver results as per business plan, both in terms of sourcing and closing - ensure completion of targets on a consistent basis through the year
* Ensure cross-selling to enhance sales value productivity with existing customers
* Coordinate with various departments (Customer Care, Sales Peer Teams etc.) to ensure exceptional customer service

Client Relationship Building* 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.
* In collaboration with the Team Lead, meet with prospects, organize and conduct event/ site visits and strive to establish a strong client relationship with an aim to convert from proposal to definite status
* Play a key role during various stages of customer engagement till delivery and provide support for query resolution

Industry Awareness* Keep abreast with relevant competitor details including price movements, construction activity, key trends and market dynamics
* 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.

Systems and Process Compliance* Support peer teams for effective deal closure, ensuring required documents (legal agreements, billing, credit etc.) are in place and monitoring collections for designated accounts
* Maintain accurate records for designated accounts and share regular updates with the Team Lead and Segment Head
* Maintain thorough adherence to SFDC and lead tracking mechanisms as required
* Ensure highest standards of compliance to Lodha Group’s policies, processes and value structure
 |
| **Skills:** Exceptional drive and focus, good communication skills, ability to develop strong professional relationships**Qualification and other requirements**: MBA preferred with a willingness to travel |