



**H. RISHABRAJ**

ENERGIZING HAPPINESS!

At H. Rishabraj, we're recognized for our innovation and for pioneering the art of real estate redevelopment in Mumbai. Our commitment sets us apart as a reliable developer, with a focus on safeguarding your interests. Renowned for quality construction and fostering strong customer relationships, we consistently deliver projects ahead of schedule, surpassing expectations and actively contributing to our vision of "housing for all". Our founder Mr. Harrish Kumar Jain, exemplifies this commitment. His role in co-founding the Brihanmumbai Developers Association (BDA) and attracting over 700 members in five months highlights our leadership in addressing redevelopment challenges and working with the government to advance the real estate sector

## Role : Sr. Manager Sales / Sales Manager / Sourcing Manager

### Job Overview :

- Qualification : BCOM / MBA
- Technical Skills : Smart , Good Personality , Excel , Word , PPT, Good communication Skills
- Mandatory Skills : Real Estate High Rise Residential Projects
- No.of Openings : 5

### Job Description :

- Be proactive in executing the sales strategy and other promotional activities for various projects and work towards achieving the sales target
- Communicate constantly with the identified channel partners and roll out all planned marketing activities, incentive schemes, and related matters efficiently
- Work with sales, marketing and other internal teams to ensure accurate and up-to-date sales forecasts reflecting any last-minute changes to forecast based on business requirements
- Maintaining a strong relationship with the working Channel Partners to ensure business continuity
- Attend to all walk-in customers efficiently, explain the project in detail and be able to answer all customer queries
- Be able to successfully deal with customer negotiations and close the deal
- Convince customers about various features of the project and be able to help in decision making