

Position Specification: Sales- Sourcing TL Mumbai for Tribeca Developers

OUR BUSINESS:

Tribeca is the largest branded luxury developer in India! Established in 2012, we have grown to become the largest developer of Trump-branded properties in the world (after the Trump Organization). Our current employee strength comprises more than 150 associates across Mumbai, Pune, Delhi-NCR, Kolkata, and Bangalore, and we have a team of incredibly talented, hungry, bright, and passionate folks, including IIT, IIM, Wharton, and SPA toppers and industry stalwarts.

At Tribeca, we are focused on creating world-class products and customer experiences. We pioneered the concept of branded residences in India and are developing over 6 million square feet of branded residential projects in India. We are also proud to be developing the world's largest rooftop terrace.

We believe in contributing towards a sustainable environment and are committed to developing responsible homes that are energy efficient and use materials and resources that do not cause a negative impact on the environment.

Join us in our mission to create world-class real estate and customer experiences. Be a part of the Tribeca team and help us shape the future of luxury real estate in India.

www.tribecadevelopers.com

LOOKING FOR:

- A seasoned Sales professional, with at least 11-13 years of experience.
- Must have extensive professional experience working in the Mumbai real estate market (ideally South Mumbai/Central Mumbai)
- A Tier 1 MBA degree is a must
- Achieving growth and sales targets by successfully managing the Channel Partner (CP) network
- Introducing new CPs into the system and effectively managing CP relationships, while acting as a SPOC for all CP-related issues, processes, and activities
- Leveraging a strong network of CPs and existing customers to achieve set targets, acquiring new business, and managing clients in collaboration with them
- Conducting regular meetings with CPs with the purpose of both engagement and empanelment on a regular basis
- Organizing CP meets, and events and helping in CP marketing and branding
- Designing and implementing a strategic sales plan that expands the company's customer base
- Objectives setting, coaching, and performance monitoring of the team
- Developing CP as Business Associates to achieve targeted sales in diverse markets
- Daily Reporting through set MIS Structure and Formats
- Characterizing emerging markets and market shifts while being aware of new products/competition
- Keeping up-to-date with competitor details including price movements, construction activity, key trends, and market dynamics
- Awareness of government policies processes and transaction procedures and excellent familiarity with RERA regulations and norms
- Excellent Communication, Leadership and Negotiation Skills
- Strong business sense and industry expertise

WHAT YOU GET:

A chance to be part of a company that will fundamentally disrupt one of the largest industry segments in the country and the world. A chance to work with the best young minds in the Industry and harness your talent. You will get a competitive base compensation, that's amongst the best in the profession.