

## Position Specification: Sr. Manager/ Manager Sourcing – Mumbai for Tribeca Developers

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### 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](http://www.tribecadevelopers.com)

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### LOOKING FOR:

- A seasoned Sales professional, with at least 6-10 years of experience
- Must have extensive professional experience working in the Mumbai real estate market (ideally South Mumbai/Central Mumbai)
- Achieving extraordinary sales targets on a weekly, monthly, quarterly, and yearly basis
- Responsibly associating with reliable Channel Partners (CPs), resulting in deeper market penetration and reach
- Monitoring channel sales and marketing activities
- Ensuring generation of leads through calls, references, follow-ups etc
- Promptly responding to sales enquires to maximize sales conversions
- Coordinating with other functions viz. Sales Admin, Engineering, Legal on customer queries
- Excellent capabilities for sales presentations and closure
- Relationship management with CPs
- Generating references from various potential sources to achieve the target as per company policies
- Coordinating and managing project launches through interfacing with multiple internal departments
- Awareness of government policies processes & transaction procedures
- Excellent familiarity with RERA regulations and norms
- Excellent Communication, Leadership, and Negotiation Skills
- Strong business sense and industry expertise

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### WHAT YOU GET:

- To be part of the luxury real estate brand 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.

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- **REPORTING TO: SOURCING HEAD**