BUSINESS DEVELOPMENT (HUNTER) | FOR A NEW AGE REAL ESTATE COMPANY LOOKING TO DISRUPT THE INDUSTRY | LOCATION- PUNE

Founded ten years ago, on the sole thesis that real estate needed to be done differently in India, Tribeca is a contemporary and vibrant real estate brand that brought the Trump Organization to India and pioneered the concept of branded residences.

OUR BUSINESS:

With a bunch of incredibly talented, hungry, bright, and passionate folks on the team: IIT, IIM, Wharton, and SPA toppers, industry stalwarts, we are looking to leave a dent in the real estate segment and make the world a better place to live in.

LOOKING FOR:

o Someone who has worked in IPCs in the Land & Transactions team, or

* Someone who is a part of the Business Development team with top Real Estate players
* Someone who understands Mumbai Real Estate

WHO YOU ARE:

* Bachelors/Master’s degree
* 2-3 years of relevant experience
* A go-getter, ambitious, proactive
* Effective communication skills

WHAT YOU WILL DO:

* Work with the Promoter & Regional Head in managing various deals.
* Industry Connect is crucial – connect with Brokers/ IPCs/Developers/ Land Owners
* Should have an understanding of Mumbai DCR for FSI Calculation and should be able to do Financial Feasibility (P&L).
* Conducted locations studies to identify potential investment opportunities.
* Understanding of various development options under DCR in Mumbai and broad steps for project execution – should be able to understand the stage of development for the Project and identify broad risks in the project.
* Broad Legal understanding to understand the basic title of the Property
* Feasibility studies for market expansion, product, pricing, sales velocity estimations studies, market trend analysis.
* Provide strategic counsel through customized research inputs and MIS

WHAT YOU GET:

A chance to lead career-altering projects and to work with a company that will fundamentally disrupt one of the largest industry segments in the country and the world. You will get competitive base compensation and significant success-based compensation.