

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

OUR BUSINESS:

Founded five 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.

We have 5 projects and over 5 million square feet of projects under development with a gross sale value of over INR 6,500 cr. We also have a INR 500 Cr. housing platform tie-up with HDFC for the development of mid income projects, which puts us right in the league of the most trusted and valuable developer brands of our time.

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 making the world a better place to live in.

LOOKING FOR:

- 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 from a Tier 1 institute (IIT/IIM/SPA or equivalent)
- Over 8 years of relevant experience, in sourcing deals
- Someone who is good with Numbers/ reporting
- Industry Connect is crucial – connect with Brokers/ IPCs/Developers/ Land Owners

WHAT YOU WILL DO:

- Assist the Head of Business Development in managing various deals.
- Conduct location studies to identify potential investment opportunities
- Understanding of various development options in the region 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.
- Well versed with Mumbai DCR. Thorough with FSI Calculations under various development options in DCR – understanding the potential of the plot, develop potential of the plot, important milestones in project execution, risk associated with each project milestones.
- Should be able to liaise with law firms, technical experts, tax auditors etc. for deal evaluations, structuring and due diligence.
- Manage a diverse set of people, most not under your direct supervision, to deliver on results
- Feasibility studies for market expansion, product, pricing, sales velocity estimations studies, market trend analysis.

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. The next steps in your career will be Region Head and Business Head. You will get competitive base compensation and significant success based compensation.