

CLOSING MANAGER | FOR A NEW AGE REAL ESTATE COMPANY LOOKING TO DISRUPT THE INDUSTRY| LOCATION: PUNE

OUR BUSINESS:

Founded in 2011, 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 4 million square feet of projects under development with a gross sale value of over INR 5,500 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:

- Proven track record with medium to large real estate developers.
- Experience in closing across multiple projects – residential, commercial, retail, mixed-use.
- High lead to closing conversion ratio
- Experience across different sales channels viz. Direct Sales, CPs, Corporate, Referrals - a generalist in sales
- Awareness of government policies processes & transaction procedures
- Excellent familiarity with RERA regulations and norms

WHO YOU ARE:

- Bachelor's / Masters Degree from a reputed Management Institute.
- Rich experience of minimum 2-5 years in Real Estate closing.
- Successful previous experience in a similar role,
- consistently meeting or exceeding targets Proven skill to communicate,
- present and impact convincingly and efficiently at all levels of the organization.
- Proven capability to push and own the sales process from planning to closing
- Strong industry understanding and business knowledge.
- Ability to build rapport with developed time management and planning skills

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#### WHAT YOU WILL DO:

- Conducting competitor analysis by keeping a close view of market trends.
- Enhancing and maintaining site experience and customer journey.
- Keeping abreast of market trends to obtain intelligence reports regarding competition and facilitating the formulation of strategies to counter competition.
- Should be able to work closely with cross functional teams and vendors across Engineering, Liaoning, Legal, Marketing, Customer Experience etc.

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#### 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 stops in your career will be General Manager Sales and Senior General Manager Sales. You will get competitive base compensation and significant success based compensation.