

DGM CHANNEL PARTNER SALES | FOR A NEW AGE REAL ESTATE COMPANY
LOOKING TODISRUPT 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:

- 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,
- Awareness of government policies processes and transaction procedures
- Excellent familiarity with RERA regulations and norms

WHO YOU ARE:

- Bachelors/Master's degree from a reputed Management institute
- Rich experience of minimum 7-10 years into CP Sales Openness to travel within Maharashtra and if needed to neighboring States. Preferably from FMCG/Retail/Telecom domain etc.
- Well-versed with the Distributor Channel System – including, but not limited to, Distributor Appointment/C&F/Retail/CP Excellent Communication,
- Leadership and Negotiation Skills Preferred experience of Sales in Online Classified Portals/ Ecommerce/Real Estate/ Insurance/MR .
- Strong business sense and industry expertise.
- Excellent mentoring, coaching and people management skills

WHAT YOU WILL DO:

- 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, events and helping in CP marketing and branding.
- Designing and implementing a strategic sales plan that expands 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 un-to-date with comnetitor details including price movements. construction

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.