

## Job Description

<b>Job Title:</b>	Real Estate Business Development Executive /Manager
<b>Location:</b>	R K Hegde Nagar, Bangalore North
<b>Job Type:</b>	Full-Time
<b>Experience:</b>	0 to 3 Years Years / Freshers can also apply
<b>Salary:</b>	20,000/- to 60,000/- "Negotiable"

### About the Company:

Real Connect Consulting is a real estate marketplace for buying and selling premium homes in Bangalore. We have built long-term relationships with buyers, sellers, investors, and developers throughout our journey for 15 years now. Providing exceptional customer service and unparalleled market insight known for our professionalism and integrity, we are committed to delivering seamless transactions and exceeding client expectations at every stage of the buying, selling, and leasing process.

### Job Responsibilities:

Actively seek out new sales opportunities through cold calling, networking, and site visits. Attend walk-ins, inquiries, and property site visits to guide clients through the buying process. Build and maintain relationships with clients, addressing their needs and providing expert real estate advice. Negotiate deals and contracts to maximize revenue while ensuring client satisfaction. Stay updated on market trends, property values, and competitor activities. Maintain accurate records of sales, customer interactions, and leads in CRM software. Work closely with marketing teams to implement promotional campaigns and sales strategies. Meet or exceed monthly and quarterly sales targets.

### Requirements:

**Education:** Bachelor's degree in Business, Marketing, or a related field (preferred but not mandatory- Any Degree also be applicable).

**Experience:** 0 to 1 year in real estate sales or a related field. (Freshers can also apply )

**Skills:** Excellent communication and negotiation skills, Strong networking and relationship-building abilities, and Confidence in handling client queries and objections. A basic understanding of real estate laws and financing and proficiency in CRM software and MS Office Excel is a plus.

### Other Requirements:

Willingness to travel for client meetings and property visits and having a valid driver's license and vehicle would be an advantage.

### Perks & Benefits:

- ✓ Attractive Incentives & Commission Structure
- ✓ Training & Career Growth Opportunities
- ✓ Travel Allowances (if applicable)
- ✓ Work with a Reputed Real Estate Firm

### How to Apply:

Interested candidates can send their resume to [contact@realconnect.co.in](mailto:contact@realconnect.co.in) | Call: +91 7483236707