



PR/157435 | Senior Manager - Sales & Marketing (Property Development)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505061

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:31

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A conglomerate ranked in the Fortune 500 top global companies list that focuses on Infrastructure construction services and Property Development are looking for an ambitious Senior Manager with vast experience in Property Development specifically Sales and Marketing to be part of their business expansion journey in South East Asia and the Pacific Region

JOB RESPONSIBILITIES

- Develop and drive sales strategies to achieve business objectives, growth and profitability.
- Responsible to lead and manage the sales team, providing guidance, motivation, and support to achieve individual and team sales goals.
- Build a rapport and maintain strong working relationships with clients with the aim to genuinely understand their needs

and preferences to effectively promote property projects.

- Conduct market research and analysis to identify opportunities, trends, and competitive landscape in the property development sector.
- Develop and execute promotional activities, marketing campaigns, and sales events to generate leads and drive sales growth.
- Monitor sales performance metrics, analyze sales data, and prepare regular reports to track progress and identify areas for improvement.
- Ensure high levels of customer satisfaction by providing excellent service, addressing inquiries, and resolving issues in a timely manner
- Negotiate terms and conditions of sales agreements, contracts, and pricing to secure profitable deals for the company.
- Ensure compliance with regulatory requirements, prepare sales documentation, contracts, and agreements accurately and in accordance with company policies.
- Collaborate with cross-functional teams including Real Estate Agency, finance, and project management to align sales efforts with overall business objectives.

JOB REQUIREMENTS

- Minimum 10 years of experience working in a property development company and handling high-end clients.
- Existing contacts and connections of clients in Asia and other regions is advantageous.
- Bachelor's degree/Diploma in Business Administration, Marketing or equivalent.
- Proven experience in sales management within the property development industry.
- Strong leadership skills with the ability to motivate and inspire a sales team.
- Excellent communication, negotiation, and interpersonal skills.
- Demonstrates sound knowledge of property market trends, customer preferences, and regulatory requirements.

Click Apply Now to apply for this role or forward your updated CV to

sunil.see@jac-recruitment.com

Thank you!

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Company Description