

**PLACEMENT DRIVE NOTIFICATION**

<b>Company</b>	<b>Nestrov Consulting Pvt. Ltd.</b>
<b>About the Company</b>	<p>Nestrov is an independent real estate research and consulting firm. Buying, selling, brokerage, project marketing, investments, market analysis, all this and much more! That is how Nestrov sees the world of real estate. Our highly specialised consultants provide personalised, clear and considered advice on all areas of property markets.</p> <p>We help individual clients and corporations to make informed decisions, turn complex real estate issues into opportunities by leveraging emerging technology, analytics to produce deeper that helps lead to better decisions. Be it commercial or residential.</p> <p>Website: <a href="https://www.nestrov.com/">https://www.nestrov.com/</a></p>
<b>Job Title</b>	Sales Associates
<b>Job Description</b>	<p><u>Role Summary:</u>          Looking for dynamic, energetic &amp; dedicated candidates who want to work in a competitive environment selling Residential Property to individual clients &amp; investors as Sales Associates.          Effectively manages Lead with site visits, follow Ups &amp; several meetings with potential clients in order to close the deal. Establish &amp; maintain good relationship management with existing &amp; prospective clients and expand your customer base.</p> <p><u>Job Responsibility:</u></p> <ul style="list-style-type: none"> <li>• Perseverance and endurance to stay focused &amp; aggressive</li> <li>• Confident &amp; having a passion for selling with outstanding negotiation &amp; convincing skill</li> <li>• Ready to travel across the city and good knowledge of localities</li> <li>• Need to offer an excellent customer experience at all level of the sales cycle.</li> <li>• Need to have clear entered departmental coordination regarding back-end process.</li> <li>• Handling Site visits as well as walk in</li> <li>• Doing a survey of micro market periodically</li> <li>• Coordination with back office</li> <li>• Attending Property Expo &amp; other corporate activities</li> <li>• Giving information about projects, customer follow-ups</li> <li>• Market survey</li> <li>• Resolving customers doubt</li> <li>• Attending Sales meeting appointment</li> </ul>
<b>Job Location</b>	Pune
<b>Eligible Degrees</b>	<b>MBA, BBA, M.Com, B.Com, MA (Economics), BSc.(Economics)</b>
<b>Eligibility Criteria</b>	No marks criteria
<b>Desired Skills</b>	<ul style="list-style-type: none"> <li>• Go getter with Good attention to details and commitment to work</li> <li>• Excellent verbal and written communications skills</li> <li>• Ability to multi-task, prioritizes, and manages time effectively.</li> <li>• Positive attitude for doing 2-3 meetings each day, for meeting new people and someone who enjoys doing sales</li> <li>• Experience in direct sales will be an added advantage</li> <li>• Good communication skills</li> <li>• Ability to understand requirements of prospects and decent aptitude to understand and pitch property solutions to prospects</li> <li>• High levels of passion and ownership</li> </ul>
<b>Compensation (CTC)</b>	<b>Rs. 4-7 LPA</b> (Incentives + Mobile allowance + travelling conveyance + Free Mediclaim)
<b>Selection Process</b>	Will inform later
<b>Date &amp; Time of Interview</b>	Will inform later
<b>Venue</b>	Virtual/Online