

Vice President – Real Estate

BrainEx Realty is looking for a well versed candidate with a minimum experience of 6 years into real estate. Must possess the ability to take a transaction from the initial proposal stage through the entire marketing and closing process.

Job Description:

- 1.** The candidate should have a track record of developing long-term client relationships, closed numerous complex transactions and be driven by a success-based compensation structure.
- 2.** The Vice President will be encouraged to take on a leadership role within the organization and be given numerous resources to help facilitate a lucrative career.
- 3.** Candidate Must have - In-depth understanding of the real estate business, polices, practices. - Ability and experience, in building and handling a large sales team.
- 4.** Excellent expertise in pre-sales, direct sales, corporate sales, foreign sales and NRI clients, handling channel partners and large broker network
- 5.** Expand customer base through a variety of effective sales techniques. - Provide information on the Commercial, Residential and Retail Property Market
- 6.** Leadership qualities and liasioning facets are essential pre-requisites.
- 7.** Conceptualizing, implementing and monitoring schemes to incentivize Channel Partners & Sales Personnel.
- 8.** Conduct pre-acquisition due diligence and market research for real estate acquisition opportunities.
- 9.** Prefer direct experience in asset and property management of larger portfolios of mixed commercial/industrial properties

Company: BrainEx Realty

Designation: Vice President –Real Estate

Total Experience : Minimum 6 Yrs

Qualification: MBA (Marketing)or Equivalent

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