

Real Estate Sales Manager – Full Time

About the job

DANOS LTD is seeking to hire a **Real Estate Sales Manager** to join its team in **Nicosia**. DANOS is an International Property Consultants & Valuers company in Cyprus, Serbia and Greece (in alliance with BNP Paribas Real Estate).

Main Responsibilities

- Management of Real Estate Agents - sets weekly, monthly, and annual goals for the agents to work towards, and tracks these goals by meeting with agents on a regular basis, creates KPI's for appraising the team.
- Responsible for administrative duties like budget reports, marketing, and planning open houses and other events that help develop sales leads.
- Maintains relationships with existing clients to keep them satisfied and promotes future business opportunities and referrals.
- Negotiates and closes the sales process.
- Meets with clients who need specialized attention or who are experiencing a difficult situation, assists sales agents who need guidance with client meetings and communication.
- Stays informed on Real Estate Industry.

Requirements

- Proven experience in Sales.
- BSc/BA in Real Estate or relevant field is required.
- Excellent command of the English language, both written and oral.
- Proficient user of MS Office, especially in Excel and PowerPoint.
- Highly developed communication and interpersonal skills.
- Organizational and time management skills with the ability to work under strict deadlines.
- Decision making, problem solving and team spirit.
- Accountability & results orientation.

The Group offers

- Computer equipment applicable to your role.
- Health and life insurance.
- Competitive total compensation package.

Apply:

Personnel Department

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