

Role: Relationship Manager | NoBroker

About the Company:

NoBroker is World's Largest NoBrokerage Property site offering end to end services in the real estate space. We are also India's First Prop-Teah unicorn with a billion dollar valuation.

At NoBroker Builder Channel, we provide seamless experience to future homeowners. We cater to 6 major geographies now - Bangalore, Mumbai, Pune, Hyderabad, NCR, and Chennai.

About the Role:

The Relationship Manager is an important role as we help customers find the right projects that match their requirements. Encourage the customer to visit the property by generating interest in the suggested project.

Key Responsibilities:

- Contact potential customers on call, understand their requirements and persuade them to schedule an appointment with the sales team
- Answer customer questions and concerns regarding the projects pitched.
- Achieve daily, weekly and monthly targets.
- Follow up on leads and make subsequent calls for scheduling site visits .
- Collaborate with the sales team to ensure smooth customer experience
- Handle customer objections and provide rebuttals and resolve issues in a timely and professional manner.
- Meet personal and team qualitative and quantitative targets.

Pre-Requisites:

- Proven experience as a Relationship Manager in Pre-Sales or inside sales.
- Excellent communication and interpersonal skills.
- Ability to convince, persuade, and handle objections effectively.
- Knowledge of sales principles and techniques.
- Good locality understanding.
- Ability to work under pressure and meet sales targets.
- Fluency in the local language and English.
- Working Days: 6 days (Saturday and Sunday working)