

Job Description

Company	Ashar Venture
Position Title	Sales Closure
Department	Sales
Openings	1
Location	Mulund, Mumbai

About Ashar

“You don’t just build a development; you build a reputation.” – Ajay Ashar, CMD, Ashar Group

Since its inception in 2001, Ashar Group has believed that there is only one mantra for success: execution and quality. This principle, when combined with uncompromising values, customer-centric attitude, robust engineering, and transparency in business operations, has placed Ashar among the most preferred real estate brands in both residential and commercial segments.

We have successfully delivered over 4 million sqft. of real estate across various verticals including residential, commercial, educational, IT parks and infrastructure developments. Ashar Group currently has over 2.45 million sqft. under development across the Mumbai Metropolitan region (MMR) in Bandra, Thane, Mulund and Nasik along with upcoming projects that include a township project in Dombivali, a super-luxurious bungalow scheme at Lonavala and a few more projects in Pali Hill, Ghatkopar, Thane and Khardi among others.

About the Team

As we aim to take on new initiatives and grow 10x -- it is imperative to remember our roots, reflect on the past, drive forward with purpose, and serve our customers with excellence. In doing so, we believe that human capital is our biggest asset, and we want to invest in a strong sales team that can match our ambitions and build on the existing organizational capabilities.

Key Responsibilities

- Deliver the implementation of sales programs, events for attracting clients, including the sales launch.
- Prepare sales kit for the project, in coordination with the design team.
- Create and constantly build and refine prospect database based on inputs from the various channels.
- Provide guidance to sales agents for sales process, including site visits and managing customer experience.
- Oversee sales transaction and verify the completion of all paperwork prior to handover to CRM team.
- Maximizing the targeted gross contribution both in value and percentage for allocated projects
- Daily/ weekly/ fortnightly/ monthly reporting of Sales analytics and MIS to enable management decisions.

Job Requirements

- Experience of 3 + years into Customer Servicing in the Real Estate industry is a must.
- Excellent written and verbal communication
- Excellent communication skills
- Ability to work under pressure.
- Relevant Real Estate experience
- Good organizational, coordination and planning skills.
- Self-motivation and ability to be a team player.

Perks and Benefits

- Decent Incentives
- Trips & Holiday on target completion

If interested kindly apply or Mail us at samidha.khare@ashar.in (+912267751111)

Why Ashar?

- Ability to grow and build expertise in a company committed to showcasing results and driving innovation.
- Opportunity to learn from, interact with and influence decision made by senior management and key industry professionals.
- Tremendous exposure in tasks from township projects to ultra-premium properties in a diverse geography
- Intellectual stimulation by constantly dealing with different challenges where no one day is the same.
- Competitive compensation
- Meritocratic environment