Job Description

Company	Ashar Group
Position Title	Assistant Manager
Department	Sales
Openings	1
Location	Bandra

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 accounts team that can match our ambitions and build on the existing organizational capabilities.

Job Requirements

Business Development

- Consistently identify and qualify leads in designated markets to achieve set personal targets. Initiate leads through B2B and B2C sales calls and by leveraging ASHAR GROUP existing network to understand their property requirements.
- Deliver sales numbers as per business plan, both in terms of sourcing and closing - ensure completion of sales targets on a consistent basis through the year.
- Ensure cross-selling to enhance sales value productivity with existing customers.

Client Relationship Building

- Actively follow through on potential customers based on their specific requirements. Possess in-depth product knowledge (and micro information at project level) and communicates the same effectively to prospects.
- In collaboration with the Senior Manager, meet with prospects, organize, and conduct site visits and strive to establish a strong client relationship with an aim to convert from proposal to definite status.
- Play a key role during various stages of customer engagement till delivery and provide support for query resolution.

Industry Awareness

- Keep abreast with relevant competitor details including price movements, construction activity, key trends, and market dynamics.
- Network effectively with peer teams and industry contacts to stay updated on key trends, developments, market dynamics and potential business opportunities. Liaison with various departments to get deeper product knowledge.

Team Collaboration

- Support peer teams for effective deal closure, ensuring required documents (legal agreements, billing, credit etc.) are in place and monitoring collections for designated accounts.
- Coordinate with various departments (Customer Care, Sales Peer Teams etc.) to ensure exceptional customer service.

Desired Candidate

- Any Graduate, Post Graduate with Fluency in written, spoken and aural English
- Must be ERP proficient
- Must be from Real Estate Reputed Builder Developer background

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