

## **Closing Manager (Sales)**

### **About the Company:**

With decades of experience, Satyam Developers has become a renowned name in Navi Mumbai's real estate. We take pride in delivering robust residential and commercial projects, emphasizing innovation, happiness, and comfort.

Our dynamic, qualified team ensures value-for-money projects and meets customer needs. Trusted for our core values and quality, we have developed over a million square feet in Ulwe, Kharghar, Roadpali, and other areas, offering diverse options for satisfied customers.

### **Objective of this Role:**

As a Closing Manager, your primary goal is to drive revenue growth by efficiently managing the sales process for both residential and commercial properties. You will be responsible for building strong relationships with potential clients, meeting monthly sales targets, and ensuring exceptional service to enhance customer satisfaction and secure successful deal closures.

### **Key Responsibilities:**

- Handle qualified leads and conduct project presentations.
- Negotiate pricing and payment terms with clients.
- Ensure timely closure of sales and achievement of targets.
- Coordinate with CRM, legal, and finance teams for documentation and booking process.
- Maintain client follow-ups and update sales reports.
- Lead-to-closure conversion ratio
- Monthly booking value achieved
- Client satisfaction and retention
- Timely completion of documentation and bookings

### **Requirements:**

- 4 years and above of experience in sales, preferably in real estate, hospitality.
- Strong negotiation and communication skills.
- Ability to handle clients and close deals efficiently.