

# Brad Realty Pvt Ltd

## Management Trainee (Sales) Roles

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Bengaluru
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Business Development
CTC	INR 1266000 - 1299000
Category	Level 1 - Dream Company 9LPA & Above
Description	<p>Job Title: Management Trainee Real Estate Consulting (Residential Property Sales)</p> <p>Location: Bengaluru</p> <p>Company: Brad Realty</p> <p>Job Description:</p> <p>Brad Realty is looking for a highly motivated and client-focused Management Trainee Real Estate Consulting to join our Residential Property Sales team. This role provides an opportunity to develop expertise in client relationship management, sales, and market analysis while working in a dynamic and competitive real estate environment. The selected candidate will play a crucial role in driving business growth, maintaining client relationships, and ensuring a seamless customer experience. The role will encompass the entire sales cycle from cold calling to deal closure, providing hands-on experience in end-to-end real estate transactions.</p> <p>Key Responsibilities:</p> <p>Sales &amp; Business Development</p> <ul style="list-style-type: none"><li>- Identify opportunities to sell, upsell, and cross-sell properties, services, and investment solutions to clients.</li><li>- Assist clients in making informed property investment decisions based on market trends, financial analysis, and personal goals.</li><li>- Work towards achieving assigned sales targets and contribute to the companys overall revenue growth.</li><li>- Handle cold calling, lead generation, and prospecting, ensuring a strong sales pipeline.</li><li>- Manage the end-to-end sales process, from initial</li></ul>

outreach to final deal closure.

#### Client Relationship Management

- Develop and maintain strong, long-term relationships with clients to understand their real estate investment needs and preferences.
- Act as the primary point of contact for clients, ensuring timely resolution of inquiries and concerns while delivering exceptional customer service.
- Conduct regular client meetings, site visits, and property presentations to provide insights on market opportunities and enhance engagement.

#### Market Intelligence & Competitive Analysis

- Monitor real estate market trends, competitor activities, and emerging opportunities to maintain a competitive edge.
- Provide strategic recommendations to clients and management based on research and data insights.

#### Collaboration & Coordination

- Work closely with internal teams (sales, legal, and marketing) to ensure seamless transaction processes and effective deal closures.
- Collaborate with developers, property owners, and third-party stakeholders to offer the best property solutions to clients.

#### Reporting & Performance Metrics

- Track and analyze key performance metrics, including client satisfaction, retention, and revenue generation.
- Prepare and deliver presentations, reports, and business proposals showcasing service value and suggesting areas for improvement.

#### Requirements:

##### Education:

- MBA

##### Experience:

- 0-2 years of experience in client relationship management, sales, or business development (freshers with strong sales acumen are welcome).
- Preferred experience in the real estate industry with a focus on residential property sales.

##### Skills & Competencies:

- Excellent communication and interpersonal skills, with the ability to build trust and rapport with clients.
- Strong negotiation and problem-solving skills to effectively address client concerns.
- Ability to manage multiple priorities in a fast-paced environment.
- Proficiency in CRM software and Microsoft Office Suite.

- Strong analytical skills to interpret market data and generate actionable insights.

Language Proficiency:

- Fluency in English and Hindi (additional regional languages are an advantage).

Additional Requirements:

- Demonstrated ability to meet or exceed sales targets and KPIs.
- Flexibility to travel for client meetings, site visits, and industry networking events.
- A customer-centric approach with a passion for delivering superior service and exceeding client expectations.

Why Join Us?

Competitive compensation structure with performance-based incentives.

Career growth opportunities with structured training and mentorship.

Exposure to high-value real estate transactions and market insights.

Dynamic and collaborative work environment with experienced professionals.

Join Brad Realty and be a part of an ambitious team dedicated to revolutionizing real estate consulting and broking through client-focused excellence!

Web: [www.bradrealty.com](http://www.bradrealty.com)

## Open for Courses

### - Jain - Arka Jain University Jharkhand

*MBA (Semester)*

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

## Eligibility Criteria

MBA (Semester)

*All students are eligible*

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students

[Y] Female students  
[Y] Other Genders

Backlogs	Students with any number of ongoing backlogs are eligible
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Hiring Workflow

Technical interview	No Venue/Time specified
HR interview	No Venue/Time specified

Additional Info

No additional information