

Relation Realtech Pvt Ltd

Management Trainee / Business Development
and Channel Sales

Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2025-26

Job Location

Pune

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Business Development

CTC

INR 300000 - 450000

Category

Level 2 - General

Description

J O B TITLE Management Trainee

R E P O R T S
T O Manager - Sales

D I V I S I O N Sales & Marketing

J O B
P U R P O S E To take steps towards increasing sales and achieving targets.

M A J O R
C H A L L E N
G E S Tap the market situations to design strategies for increase in sales.

K E Y
D E C I S I O N
S Execute Sales, negotiations, customer profiling.

Manage the Pre-Sales, Sales, and Post-Sales and aftermarket activities. Client Relationship (Builder/Investors/Landowners etc.)

E D U C A T I O N A L
Q U A L I F I C A T I O N MBA Marketing

R E L E V A N T
E X P E R I E N C E Fresher

S K I L L S Target oriented, customer office, Negotiation, Leadership

S K I L L S &
K N O W L E
D G E **P E R S O N A L**
C H A R A C T E R I S T I C S &
B E H A V I O R S Rapport Building, Sense of Team Management

1. Coordinate with teammates for sales targets, bookings and site sales related

- activities.
2. Provide necessary support to staff in working and client handling.
 3. Ensure achievement against sales targets and initiates activities to increase sales.
 4. Implement and execute various marketing strategies within the allocated budget.
 5. Map the geographical location by studying the area target segment, market, future development and use the study to market the property.
 6. Coordinate and execute project launch through interfacing with multiple internal departments.
 7. Perform competitor analysis & understand current market trends and research.
 8. Manage the Pre-Sales, Sales, and Post-Sales and aftermarket activities with the help of sales teammates.

PRINCIPAL
ACCOUNT
ABILITIES

JOB TITLE Business Development

REPORTS TO Manager - Sales

JOB PURPOSE collaborate with developers, build long-term relationships,

Actively hunt for new opportunities to collaborate with developers, build long-term relationships, and bring strategic mandates.

Business Strategy Presentation: Lead stakeholders to define sales approaches, market-to-market (GTM) plans to ensure seamless project execution.

Accountability & Reporting: Prepare and deliver reports, tracking key performance indicators, providing insights to maintain transparency and operational efficiency.

Market Survey & Competitor Analysis: Conduct competitive analysis to identify industry trends and provide data-driven insights that inform strategic decisions.

KEY DECISIONS

EDUCATIONAL QUALIFICATION MBA Marketing
Minimum graduation

RELEVANT EXPERIENCE 0 2 years

To work with developers and

Familiarity with marketing funnel

Knowledge of marketing techniques

Attention to detail
Known for being a valuable asset to the company

SKILLS

S K I L L S
&
KNOWLEDGE

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Finance
2. Marketing
3. Human Resource

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

Eligibility Criteria

BBA

All students are eligible

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 backlog(s) not allowed

Hiring Workflow

Pre-placement Talk

No Venue/Time specified

Group discussion

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information