



**Dr. Pendl & Dr. Piswanger Albania**, the Human Resources Consulting Company, very successful in Albanian market since 2001, is currently looking on behalf of our client, part of an international group with several years of presence in albanian market, for experienced professionals for the position of :

## SALES MANAGER - REAL ESTATE

### Responsibilities of the position include, but not limited to:

- Prepare sales action plans and strategies
- Schedule and coordinate the sales activity
- Develop and maintain a customer database
- Make presentations of company real estate products and services and negotiate with potential clients
- Follow up and maintain sales activity records and prepare sales reports
- Carry out market research and surveys as well as participate in sales events
- Monitor competitors, market conditions and real estate product development
- Ensure tenants service satisfaction and good client relationships
- Monitor and analyze business trends and open up new networking channels.
- Carries out surveys to spot out the price of competing properties on the housing market and keeps an eye on the market
- Respond to external and internal queries/ e-mails/ letters on time

### Job Knowledge Skills and Experience:

- Degree in Economic/ Business
- At least 5 years professional experience, advantage real estate sector,
- Excellent communication and good time management skills.
- Self-motivator and problem-solving mindset, coaching and salesmanship
- Business insight and good analytical skills, as well as proven organizational and planning ability
- Knowledge of basic business principles
- Strong commands of English as business language
- Ability to handle sensitive and confidential matters with integrity and discretion;

Interested candidates are invited to send their resume mentioning the **Ref No: 07112022A** until **15<sup>th</sup> of November 2022** to the following e-mail address: [aplikime@pendlpiswanger.al](mailto:aplikime@pendlpiswanger.al)

