

Vacancy for Real Estate Sales Executive

Our Profile:

We are a trusted real estate agency specializing in buying, selling, and renting both residential and commercial properties. With years of experience in the industry, we are committed to delivering innovative and client-focused services while fostering long-term relationships. We are looking for motivated and ambitious individuals to join our growing team. If you have a passion for real estate and want to thrive in a dynamic and supportive environment, we would love to hear from you!

Job Overview:

We are seeking driven individuals to fill the role of **Real Estate Sales Executive**. In this position, you will be responsible for sourcing, marketing, and selling properties. This role comes with a base salary of ₦250,000 and the opportunity to earn attractive commissions based on performance and sales targets.

Job Responsibilities:

- **Sell Properties:** Promote and sell residential and commercial properties, guiding clients through the entire buying or renting process.
- **Client Relationship Management:** Build and maintain strong, lasting relationships with both new and existing clients.
- **Lead Generation:** Proactively generate leads using marketing strategies, networking, and referrals.
- **Market Research:** Stay up-to-date with the latest property trends and competitor activity through thorough market research.
- **Negotiation & Deal Closing:** Successfully negotiate and

close sales between buyers and sellers, ensuring both parties are satisfied.

- **Property Listings & Advertising:** Create, manage, and advertise property listings on various platforms, including social media.
- **Client Support:** Offer continuous support to clients throughout the transaction process, ensuring a smooth and positive experience.
- **Achieve Sales Targets:** Meet monthly and quarterly sales goals to qualify for performance-based incentives.

Qualifications & Requirements:

- A Bachelor's degree in Business, Marketing, or a related field. Real estate certifications are an advantage.
- At least 1 year of experience in real estate sales. Previous experience in target-driven roles is a plus.
- Strong communication, negotiation, and interpersonal skills.
- Ability to work independently, as well as part of a team.
- Familiarity with real estate platforms and digital marketing tools.
- Excellent organizational and time-management abilities.
- Self-driven with a strong focus on achieving goals.

Desired Personal Attributes:

- A strong work ethic and determination to meet targets.
- Professional appearance and demeanor.
- Resilience and the ability to handle rejection while pursuing new leads.
- A client-focused approach with a passion for helping people find their ideal properties.

Compensation & Benefits:

- **Base Salary:** ₦250,000 per month, with the potential for performance-based incentives.

- **Commission:** Earn additional income based on the properties you sell and your sales achievements.
- **Training:** Access to real estate training and resources to help you succeed in the role.
- **Career Growth:** Opportunities for career advancement based on your performance.

How to Apply:

If you're interested in this exciting opportunity, please send your CV to **hr@globalclique.net** with the job title "Real Estate Sales Executive" in the subject line.

Note: Only shortlisted candidates will be contacted.