

VACANCY FOR REAL ESTATE SALES/ MARKETING ASSOCIATES IN LAGOS, NIGERIA

Our Profile:

We are a trusted real estate agency specializing in buying, selling, and renting residential and commercial properties. With years of experience, we provide innovative and client-focused solutions, delivering exceptional service and building lasting relationships. Our team is passionate about helping clients find their ideal properties while fostering a dynamic, growth-driven environment for our employees. We are seeking a highly motivated and experienced Real Estate Sales/Marketing Associates to join our dynamic team and contribute to our continued success.

Job Overview:

We are looking for motivated and ambitious **Real Estate Sales/Marketing Associates** to join our dynamic team. As a **Real Estate Sales/Marketing Associates**, you will be responsible for sourcing, selling, and marketing real estate properties. This is a commission-based role with a fixed salary, and your compensation will be performance-driven with attractive incentives based on targets.

Job Responsibilities:

- **Property Sales & Marketing:** Promote and sell real estate properties to clients, guiding them through the buying or renting process.
- **Client Relationship Management:** Build and maintain

strong relationships with potential and existing clients.

- **Lead Generation:** Actively seek and generate leads through various marketing strategies, networking, and referrals.
- **Market Research:** Conduct market research and competitor analysis to stay informed of market trends and property availability.
- **Negotiation & Closing Deals:** Negotiate and close deals between buyers and sellers, ensuring all parties are satisfied.
- **Property Listings & Advertising:** Create and manage property listings, including online platforms and social media.
- **Client Support:** Provide ongoing support to clients, ensuring a smooth and positive experience throughout the transaction process.
- **Performance Targets:** Meet monthly and quarterly sales targets to qualify for performance-based incentives.

Qualifications & Requirements:

- Minimum of a Bachelor's degree in Business, Marketing, or a related field. Real estate certifications are a plus.
- At least 1 year of experience in real estate marketing or sales. Experience in target-based roles is an advantage.
- Strong communication and negotiation skills.
- Ability to work independently and as part of a team.
- Proficiency in using real estate platforms and digital marketing tools.
- Excellent organizational and time-management skills.
- Self-motivated with a results-driven attitude.

Personal Attributes:

- Strong work ethic and determination to meet targets.
- Professional appearance and demeanor.
- Ability to handle rejection and continue to pursue leads effectively.
- Client-focused, with a passion for helping individuals find their ideal properties.

Compensation & Benefits:

- **Base Salary:** ₦250,000 monthly, with target-based performance incentives.
- **Commission:** Earn additional income based on the sales you close and monthly targets achieved.
- **Training:** Access to real estate training and resources to develop your skills.
- **Career Growth:** Opportunities for career progression based on performance.

How to Apply:

- Interested candidate should send their CVs to hr@globalclique.net
- Use the job title as the subject of the mail.
- Only shortlisted candidates will be contacted.