

JOB DESCRIPTION

Designation:	Head – Sales & Marketing (IJPM)	Level:	Mid Management
Department:	Sale & Marketing	Location:	Navi Mumbai
Reporting:	COO/ED	Direct Reportees:	

Required Profile:	
Educational Qualification	Post Graduation in Marketing
Experience	10 years of work relevant experience in sales & marketing.
Industry to be hired from	Preferably Real Estate, Construction, and Infrastructure Industry
Salary Budget	No constrain for right candidate

Key Accountabilities

- Drive sales target for industrial units and commercial offices at India Jewellery Park, Mumbai (IJPM), an industrial park, only for gems & jewellery, being developed by GJEPC at Mahape, Mumbai .
- Develop and execute strategy to achieve sales targets and expand our customer base.
- Build and maintain strong, long-lasting customer relationships.
- Partner with customers to understand their business needs and objectives.
- Effectively communicate the value proposition through proposals and presentations.
- Understand the industrial real estate framework and trends and create marketing plans
- Manage the deliverables of Deloitte, the Project Support Unit (PSU) appointed to provide manpower and drive the sales of the units and offices in the Park
- Network with key Trade and Industry bodies and market the available space effectively

Required Functional Knowledge:	Required Competencies:
<ul style="list-style-type: none"> • Proven sales execution experience • Strategy plan for meeting sales targets. • Influencing the customers • Ability to drive sales process from plan to close • Understand the industrial real estate framework and trends 	<ul style="list-style-type: none"> • Excellent verbal & written communication skills. • Planning and organization • Analytical skills. • Negotiation Skill, • Presentation skills. • Problem Solving approach