

SALES MANAGER

REPORTING LINE - CEO



Semaris Ltd. owns and develops the non-hotel real estate assets formerly owned by New Mauritius Hotels Limited, with the principal objective of unlocking value from the available land bank located in Seychelles, Morocco and Mauritius. With a strong presence in the market, we are expanding our team and seeking a highly motivated Sales Manager to join us.

JOB SUMMARY

As the Sales Manager, you will report directly to the CEO and play a pivotal role in driving the sales strategy and achieving revenue targets. You will be responsible for managing a team of real estate sales professionals, ensuring they consistently deliver exceptional customer service and meet sales objectives.

Responsibilities

- Develop and implement effective sales strategies and plans to achieve revenue goals
- Lead a team of real estate sales professionals to enhance their performance and exceed targets
- Monitor and analyse market trends, competitors, and customer preferences to identify new business opportunities
- Collaborate with the marketing department to create innovative marketing campaigns and promotional activities
- Build and maintain strong relationships with clients, stakeholders, and industry professionals
- Conduct regular performance evaluations, provide constructive feedback, and implement necessary training programs to improve the team's skills and knowledge
- Develop and manage sales budgets, forecasts, and reports for effective decision-making

- Stay updated with industry regulations, market conditions, and legal requirements affecting real estate sales

Qualifications and Experience

- Bachelor's degree in Business Administration, Sales, or a related field
- Proven track record of success in real estate sales, with at least 5 years of experience in a managerial role
- In-depth knowledge of the local real estate market and industry trends
- Strong leadership skills with the ability to inspire and motivate a team towards achieving sales targets
- Excellent communication and negotiation skills
- Demonstrated ability to build and maintain relationships with clients and stakeholders
- Proficiency in using CRM software and other sales management tools
- High level of integrity, professionalism, and ethical conduct

Personality Traits

- Results-driven - A self-motivated individual who strives to achieve and exceed sales targets
- Analytical - Strong analytical skills to assess market trends, competitor activities, and sales performance

- Team player - Ability to work collaboratively with cross-functional teams and inspire team members
- Adaptability - Comfortable working in a fast-paced and dynamic environment, embracing change and driving innovation
- Problem solver: Resourceful and proactive in addressing challenges and finding effective solutions
- Excellent interpersonal skills - Ability to communicate effectively and build rapport with diverse individuals and groups

If you are a dynamic and driven individual with a passion for real estate sales and leadership, we invite you to apply for the role of Sales Manager at Semaris Ltd.

To apply, please submit your resume and any other relevant documents to recruitment.ho@beachcomber.com before the 15th of July 2023. Only shortlisted candidates will be contacted for interviews.