



Kesari Financial  
Services

# KESARI FINANCIAL SERVICES

“YOUR PARTNER FOR A BETTER TOMORROW”

[www.indianwealthmangement.in](http://www.indianwealthmangement.in)

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## **Job Title: Relationship Manager – Real Estate Advisory**

### **Job Profile**

Relationship managers- Real estate, handles and execute day-to-day Compliance, Sales & Operations of all types of commercial & residential property deals. The same involves, communicating with the target audience, manage customer relationships, sourcing clients through various portals and industry colleagues, and arrange the effective distribution of marketing material and Undertake critical consumer research with agencies.

Relationship managers work to improve business relationships with partner firms and clients. Relationship manager shares the common goal of facilitating good relationships so businesses can maximise the value of their relationships and maintain a good reputation. ☑

**This is amongst one of the most respectable professions across the world and has a highly lucrative incentive structure which goes up to 25% of revenue.**

### **Eligibility Criteria**

**Qualification:** Graduate or above

**Experience:** Experienced and Freshers☑

### **What are the skills required to be a Relationship Manager - Real Estate?**

- A commitment to improve your own customer service skills on an ongoing basis.
- An ability to work well under pressure with problem-solving skills.
- High level of integrity and ethical conduct.
- Hard work and a strong entrepreneurial spirit.
- Passionate and have the willingness to learn.
- Strong determination to succeed.
- Confident, adaptable, energetic, flexible, open-minded approach and organised

### **Job Description**

- Manage tenant feedbacks and complaints.
- Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing.
- Provide guidance and assist sellers and buyers in marketing and purchasing property for the right price under the best terms and conditions.
- Prepare portfolios (property briefs) of prospective properties.
- Provide lease administration for commercial properties
- Responsible for the processing of loan (all types of loans) and financial paperwork involved in a real estate transaction.☑

- Help people buy property, sell the property, or rent property, e.g. family homes, land, condos, or businesses.
- Work with property buyers or sellers and help them navigate the complex nature of the property market.
- Determining clients' needs and financial abilities to propose solutions that suit them.
- Perform comparative market analysis to estimate properties' value and work with a real estate broker to find properties that suit their client's needs.
- Negotiate leases and real estate purchases.
- Attend appraisals, to gain experience in assigning the value to real property.
- Update and maintain CRM (Customer Relationship Management).
- Remain knowledgeable about real estate markets and best practices.
- Assist on corporate accounts of Builders and Developers.
- Assist in the sale of pre-leased commercial properties.
- Maintain and update listings of available properties.
- Research records and real estate statistics.
- Create property operations budgets.
- Assist in the sale of the old properties, buying the new properties.

### **Package (Compensation and other Incentives)**

INR 1.5 lacs to 4.5 lacs p.a. (Plus Incentives and Bonuses Extra).

The employee shall be eligible for a flat **25% incentive** on the revenue made for the business done by him/her for the organisation. Regular internal and external training is a continuous part of progressive learning.

Your compensation will be reviewed annually and will consist of Salary, discretionary compensation, and specific local allowances, wherever applicable. Compensation and Bonuses will be determined by several factors, including the firm's performance and individual performance.

### **Working Hours:**

9:30AM to 6:30PM

### **Place of Work:**

#### **KESARI FINANCIAL SERVICES**

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Near Saurashtra Society,  
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Thanks & Regards,

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