

## Business Development Team Leader

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Company: PropertyGuru Group

Location: Vietnam

Category: other-general

### **Make A Real Difference at PropertyGuru.**

**RealAspirations.RealPeopleRealimpact.**

PropertyGuru is Southeast Asia's leading PropTech company, and the preferred destination for over 41 million property seekers to connect with more than 63,000 agents monthly to find their dream home. PropertyGuru empowers property seekers with more than 3.2 million real estate listings in depth insights, and solutions that enable them to make confident property decisions across Singapore, Malaysia, Thailand, Indonesia, and Vietnam. PropertyGuru.com.sg was launched in Singapore in 2007 and since then PropertyGuru Group has made the property journey a transparent one for property seekers in Southeast Asia. In the last 15 years, PropertyGuru has grown into a high-growth PropTech company with a robust portfolio of leading property marketplaces across its core markets; award-winning mobile apps; mortgage marketplace, PropertyGuru Finance; and a host of enterprise solutions now under PropertyGuru For Business, including a high-quality developer sales enablement platform, FastKey, DataSense, ValueNet, Awards, events and publications across Asia.

### **Responsibilities:**

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Planning and Team Management:

Develop strategic plans for customer and market development for the team.

Mentor, guide, and oversee the work of team members.

Proactive Market Research:

Conduct thorough market research and competitor analysis.

Ensure effective dissemination of information to the team.

Customer Development Strategy:

Create and execute strategies to attract and retain customers.

Cultivate and maintain strategic relationships with key clients.

Prospecting and Identifying Potential Customers:

Identify and pursue potential customers aligned with company offerings.

Implement targeted outreach strategies.

Business Strategy Consultation:

Consult with clients on business strategies and propose tailored solutions.

Aid in understanding product offerings and their business benefits.

Sales Execution:

Lead the sales process from prospecting to deal closure.

Adapt sales strategies based on individual customer needs.

Employee Training and Development:

Support in training and mentoring team members.

Assist in creating career development plans.

Monitoring and Reporting:

Evaluate team performance and report progress regularly.

Analyze data to refine strategies as needed.

Marketing Strategy Implementation:

Contribute to marketing strategy development to enhance brand awareness.

Participate in marketing initiatives to increase product visibility.

Post-sales Support:

Maintain post-sales communication with clients to ensure satisfaction.

Identify and pursue future business opportunities.

Company Compliance:

Adhere to company rules, policies, and regulations throughout customer interactions.

**Requirements:**

Business Development Prospecting: Advanced level proficiency.

Sales Presentation Skills: Advanced level proficiency.

Market & Industry Knowledge: Advanced level proficiency.

Customer & Product Knowledge: Advanced level proficiency.

Telesales: Intermediate level proficiency.

Account Management: Advanced level proficiency.

Closing: Advanced level proficiency.

Sales Planning: Intermediate level proficiency.

PropertyGuru Group is an equal opportunity employer committed to fostering an inclusive, innovative and learning environment with the best employees. Therefore, we provide employment opportunities without regard to gender, identity, race, religion, nationality, age, marital status, disability, or any other protected status, per applicable law. If there is anything we can do to help ensure you have a comfortable and positive interview experience, please let us know.

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