

Job Title: Sales & Development Representative

Reports to: Real Estate Consultant/Managing Director

Location: Oyarifa, Accra

Job Summary:

We are seeking a highly motivated and results-driven Business Development & Sales Agent to drive growth and expansion for Mapex Realty & Services. The successful candidate will be responsible for identifying new business opportunities, building relationships with clients and partners, driving sales growth, and increasing our portfolio and listings.

Key Responsibilities:

- Identify and pursue new business opportunities in the real estate sector.
- Build and maintain strong relationships with clients, partners, and stakeholders.
- Drive sales growth and increase revenue.
- Increase portfolio and listings through proactive lead generation and conversion.
- Develop and execute business strategies to achieve business objectives.
- Negotiate and close deals with clients and partners.
- Meet or exceed sales targets and revenue goals.
- Collaborate with internal teams to ensure seamless delivery of services.
- Stay up-to-date on market trends and competitor activity to inform business decisions.

Requirements:

- A degree in Business, Marketing, Real Estate, or a related field.
- Proven experience in business development, sales, or a related field.
- Strong understanding of the Ghanaian real estate market.
- Skilled in social media marketing and engagement.
- Excellent communication, negotiation, and interpersonal skills.
- Strong business acumen and analytical skills.
- Ability to work independently and meet targets.

What We Offer:

- Competitive salary and benefit structure.
- Opportunity to work with a leading real estate company.
- Professional development and training opportunities.
- Collaborative and dynamic work environment.

If you are a proactive and results-driven individual looking to drive growth and expansion in the real estate sector, send your resume and cover letter to info@mapexrealtyandservices.com with the job title as the subject of your email.