

Job Description: Real Estate Sales Agent (Off-Plan and Ready Properties)

Company: Pegasus Realty

Location: [Insert Location]

Job Type: Full-Time

Experience Level: Mid to Senior

About Pegasus Realty:

Pegasus Realty is a leading real estate brokerage firm known for providing unparalleled service, extensive market knowledge, and a strong commitment to customer satisfaction. We specialize in both off-plan and ready properties, catering to a diverse clientele, including investors, first-time home buyers, and high-net-worth individuals. Our dynamic team is dedicated to delivering excellence and exceeding client expectations in every transaction.

Position Summary:

We are seeking a highly motivated and experienced Real Estate Sales Agent with expertise in both off-plan and ready properties. The ideal candidate will have a deep understanding of the local real estate market, exceptional sales skills, and a proven track record in selling a wide range of properties. You will be responsible for guiding clients through the property buying process, from initial consultation to final closing, ensuring a seamless and satisfactory experience.

Key Responsibilities:

- **Client Acquisition:** Proactively identify and engage potential clients interested in off-plan and ready properties through various channels, including networking, referrals, digital marketing, and open houses.
- **Property Presentations:** Conduct property viewings and presentations for both off-plan developments and ready properties, highlighting key features, benefits, and investment potential.
- **Market Analysis:** Provide clients with detailed market analysis, including pricing trends, neighborhood insights, and potential return on investment, to help them make informed decisions.
- **Sales Negotiation:** Lead negotiations between buyers and sellers, ensuring that the interests of all parties are met and that transactions close smoothly.
- **Client Relationship Management:** Build and maintain strong relationships with clients, offering post-sale support and market updates to foster long-term loyalty.
- **Documentation:** Assist clients in completing all necessary paperwork, including contracts, disclosures, and other legal documents required for the sale.
- **Collaboration:** Work closely with the marketing team to develop and execute effective

strategies for property listings and promotional campaigns.

- Stay Informed: Keep up-to-date with market trends, new developments, and industry regulations to provide clients with accurate and timely information.
- Sales Reporting: Track and report sales performance metrics, providing insights and recommendations for continuous improvement.

Qualifications:

- Experience: Minimum of 3-5 years of experience in real estate sales, with a strong emphasis on off-plan and ready properties.
- Education: Bachelor's degree in Business, Marketing, Real Estate, or a related field (preferred but not mandatory).
- Licensing: Must hold a valid real estate license as required by the local regulatory authorities.
- Skills:
 - Excellent communication and interpersonal skills.
 - Strong negotiation and closing abilities.
 - In-depth knowledge of local real estate markets, including off-plan projects and ready-to-move-in properties.
 - Proficiency in CRM software and other real estate-related tools.
 - Ability to work independently and as part of a team.
 - Strong organizational skills with the ability to manage multiple clients and transactions simultaneously.
- Language: Proficiency in [local language] and English (additional languages are a plus).

Benefits:

- Competitive commission structure.
- Professional development and training opportunities.
- Access to a broad portfolio of properties, including exclusive listings.
- Supportive team environment with administrative assistance.
- Opportunities for career growth within a leading real estate firm.

How to Apply:

Interested candidates are encouraged to send their updated resume and a cover letter outlining their relevant experience to [email address]. Please include "Real Estate Sales Agent Application - [Your Name]" in the subject line.

Pegasus Realty is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.