

## Property Sales Executive

**First Ally Properties Limited (FAPL)**

**Experience Level: 3 years**

**Location: Lagos**

### About the Role

The Sales Executive is responsible for driving property sales, managing client relationships, and identifying new business opportunities to expand First Ally Properties' market presence. The role requires strong business acumen, industry knowledge, and the ability to structure high-value property transactions.

### Key Responsibilities

#### Sales & Business Development

- Identify and develop a pipeline of high-net-worth individuals (HNIs), corporate clients, and institutional investors.
- Implement strategies to increase market penetration and expand the client base.
- Build partnerships with mortgage banks, cooperatives, and real estate developers to drive bulk sales and leasing contracts.
- Keep abreast of market trends, competitor activities, and innovative sales techniques.

#### Client Engagement & Relationship Management

- Develop and maintain strong client relationships to ensure high customer satisfaction and retention.
- Conduct site inspections, property viewings, and client meetings.
- Collaborate with IT & Marketing to promote properties through digital channels, including online listings, virtual tours, and social media.

#### Sales Documentation & Reporting

- Prepare and manage all necessary sales documentation, including offer letters and purchase agreements
- Provide regular sales reports, market insights, and competitor analysis.

## Requirements

### Qualifications/Requirements

- BSc in Business Administration, Finance, Marketing, or a related field.

### Skills Required:

- Real Estate & Investment Expertise – Strong understanding of property sales, financing, and investment advisory.
- Sales & Business Acumen – Proven ability to structure and close high-value property transactions.
- Networking & Influencing Skills – Strong network within the real estate sector and financial institutions.
- Digital Sales & Marketing – Experience leveraging online platforms and CRM tools for property sales.
- Negotiation & Relationship Management – Ability to engage and retain high-profile clients.
- Excellent Communication & Presentation Skills – Ability to pitch properties convincingly.

### Experience:

- Minimum 3 years of experience in real estate sales, with a strong track record in selling and leasing residential and commercial properties.
- Experience managing high-net-worth clients and corporate real estate transactions.