

Job Role: Relationship Executive
Location: Hyderabad
Salary: 2.5 LPA to 3.5 LPA
Duration: Full Time
Qualification: Any Degree
Year of Passout: 2021, 2022 and 2023

Job Responsibilities:

- Responsible for generating leads and nurturing leads.
- Responsible for hand holding customers through their journey and building relationships.
- Responsible for achieving individual targets
- Conversion of customers to Full home business
- Continuous relationship maintenance with customer and get lifetime value of business
- Cross Selling of all categories to the customer
- Responsible for follow up on collections from Project Customers, as per the milestones.
- Take essential measures to ensure customer satisfaction & customer connect activities.
- Carry out necessary measures for complaint resolution within the stipulated time frame.
- Retail SOP Implementation.

Skills:

- Good Communication skills and Pleasing personality
- Consultative Selling Skill
- Strong Negotiation Skills
- Relationship management & team management
- Good Interpersonal Skills Influencing Skills

Other Specifications:

- Should be able to handle HNI customers
- Must be willing to work on weekends (Weekly off will be given on weekdays)