

Sales Executive with Banking / Real Estate Experience

Job Title: Sales Executive with Banking / Real Estate Experience

Location: Ikeja, Lagos

Industry: Furniture Manufacturing, Interior Design, and Construction

Salary: Competitive (Based on experience)

About Us:

We are a leading company in Ikeja, Lagos, specializing in furniture manufacturing, interior design, and construction services. We pride ourselves on delivering innovative, high-quality solutions to our clients. Our company is seeking Sales Executives with a proven track record in high-ticket sales and digital marketing to help grow our business.

Requirements:

Customer Engagement:

- Welcome and assist clients with professionalism, ensuring a seamless experience across our furniture, interior design, and construction services.
- Provide in-depth knowledge of products and services, including furniture design, construction projects, and customized solutions.

Sales Transactions:

- Efficiently handle sales transactions, including cash and credit card payments, while managing the sales register.
- Help clients make informed purchasing decisions based on their design and budget requirements.

Client Relationship Management:

- Build and maintain strong relationships with clients, particularly in banking, insurance, real estate, and other high-ticket industries.
- Follow up post-sale to ensure client satisfaction and identify opportunities for cross-selling our interior design and construction services.

Sales Strategy Development:

- Develop and execute sales strategies aimed at exceeding revenue targets.
- Analyze sales data to monitor performance and adjust strategies for improved outcomes.

Digital Marketing and Business Development:

- Leverage digital marketing strategies (social media, email marketing, SEO) to promote services and attract potential clients.
- Create engaging content for social media platforms and manage online campaigns to increase visibility and boost sales.
- Conduct market research to stay ahead of industry trends and identify new business opportunities.
- Attend industry events to network with potential clients and expand our customer base.

Collaboration:

- Work closely with the design and project teams to ensure alignment between client expectations and project execution.
- Assist in implementing promotional campaigns that highlight our furniture, interior design, and construction services.

Preferred Qualifications:

- Minimum of 3 years of experience in high-ticket sales.
- Experience in banking, insurance, real estate, or other high-value sales industries.
- Proficiency in digital marketing (social media management, email campaigns, and SEO).
- Strong negotiation and communication skills with the ability to close high-value deals.
- Excellent leadership, time management, and strategic thinking abilities.
- Ability to analyze sales performance data and adjust strategies to improve results.

Why Join Us?

- Competitive salary with attractive commission potential.
- Opportunities for career advancement in a company offering furniture manufacturing, interior design, and construction services.
- Work in a dynamic and innovative environment that values creativity and collaboration.
- Contribute to transformational projects that blend design excellence with functional solutions.

How to Apply:

Interested candidates with relevant experience should send their CV and cover letter to hr@globalclique.net.