

Head of Sales at Palm Developments

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Company: Palm Developments

Location: Indonesia

Category: other-general

Palm Developments is a rapidly expanding real estate developer focused on designing, building, and selling luxury properties in Bali. Our properties stand out with carefully selected locations and unique designs, providing unforgettable experiences for our guests and high returns for our investors. Our first 15-Villa project, ADAYA, is sold out, and our second project, Novea, is 50% committed. We are preparing to launch our next 5,000m²-project in March 2024. Our founders have led the sales efforts and -team to date and are now seeking a talented individual to take over this responsibility. The successful candidate will join a top-tier team with a combined six decades of experience in real estate, finance, and construction, who have helped us become a leading developer in the Bukit area in less than two years. To further scale our success, we are seeking a dynamic leader to spearhead our sales efforts and drive growth in all of Palm's target markets as Head of Sales.

Responsibilities: Develop and implement a comprehensive sales strategy to achieve annual sales target of US\$20 million for 2024, with ambitious growth targets for the coming years. Lead and manage the sales team, providing guidance, support, and motivation to ensure the team achieves individual and collective targets. Negotiate and sign purchase agreements, monitor and optimize prices and payment terms to meet gross margin and collection targets. Continuously refine and improve the sales process to enhance efficiency and effectiveness, ensuring alignment with company goals and objectives. Collaborate with the marketing, construction and finance teams to develop integrated sales and marketing campaigns that maximize lead generation and conversion. Build and maintain strong relationships with clients, agents, and partners to expand the company's network and

reach. Research market trends, competitor activities, and customer preferences to identify opportunities and threats, adjusting strategies accordingly. Manage the CRM system and analyze sales data to optimize the sales strategy and process, ensuring efficient lead management, effective communication with clients, and data-driven decision-making to achieve sales targets. Work with the Palm leadership team to define our long-term growth strategy including new markets, products and verticals. Requirements: Minimum of 5 years of experience in selling luxury properties, with a proven track record of exceeding sales targets. Comprehensive understanding of real estate development from start to finish, including project planning, construction, marketing, and sales, with a focus on maximizing profitability. Excellent understanding of the Bali real estate market, including market trends, customer preferences, and competitor activities. Strong leadership and team-building skills, with the ability to motivate and inspire a sales team. Demonstrated ability to develop and implement sales strategies that drive revenue growth. Excellent communication and negotiation skills, with proficiency in English. Mandarin, Cantonese, Russian or Bahasa language skills are a plus. Bachelor's degree in business, marketing, or a related field. What We Offer: Dynamic Leadership Role: Join Palm Developments and lead our sales team, driving ambitious growth targets in all of Palm's target markets. Growth Opportunities: Be part of a rapidly expanding real estate developer, with opportunities for personal and professional growth as we continue to scale our success. Competitive Compensation: Enjoy a competitive salary and benefits package, including performance-based incentives, to reward your contributions to our success. Collaborative Environment: Work in a collaborative environment where your ideas and contributions are valued, and where you can make a real impact on our future success. Join Palm Developments and become a key member of our dynamic team, shaping the future of luxury living in Bali. This is a unique opportunity to make a tangible impact during this transformative phase for our company. Apply today by submitting your cover letter and CV to info@palm-developments.com.

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