Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

PROP TIMES

Organization:	**PROP TIMES**
Job Title:	**Business Development Associate / Senior Sales Associate**
CTC:	**8 LPA**
Location:	**Bengaluru/Pune/Hyderabad**
Departments Eligibility:	**Management/ Engineering**
Course Eligibility	**BBA/B.Com /BCA /B.Tech / B.E./ M.E Diploma/MBA/MCA/M.Tech**
Student Gender Preference:	**ALL**

General Job Description

- Generate and manage leads through calls, emails, online platforms, and other business development channels.
- Connect with prospective clients, understand their requirements, and present suitable products/services.
- Build and maintain strong relationships with clients, partners, and key stakeholders.
- Handle client queries, negotiations, follow-ups, and drive successful sales conversions.
- Identify new business opportunities and contribute to achieving revenue and sales targets.
- Maintain sales reports, track leads, and coordinate with internal teams for smooth execution.

Preferred Skills

- Communication: Strong interpersonal and communication skills.
- Client Handling: Proven ability to manage client relationships effectively.
- Real Estate Knowledge: Sound understanding of the real estate industry (non-real estate & Fresher's also can apply if willing to Learn)
- Competitors Knowledge: Awareness of market competitors and industry trends.
- Right Attitude: Positive and proactive mind-set.
- Negotiation Abilities: Skilful negotiation to achieve optimal outcomes.

Eligibility

Management/ Engineering

SPECIALIZATION : **BBA/B.Com /BCA /B.Tech / B.E./ M.E Diploma/MBA/MCA/M.Tech**

Fresher

Any Graduate/Postgraduate

Job Reviewed by: Senior Director, Training & Placement

Job Approved by: Senior Director, Training & Placement

Job opportunity provided through: Training and Campus Placement Department

Date: 29/05/2026