

**About Urbanland Asia:**

Urbanland Asia is a real estate developer based in Cambodia with primary focus on high-rise residential buildings, office towers and hotel resort. We are very committed to design and build buildings of highest quality and design. Urbanland's team is young, vibrant and passionate about the future development of real estate sector in the Kingdom.

Urbanland is GROWING and we are now looking for aspiring individuals to be part of the Urbanland family for the following position based in Phnom Penh.

**Senior Sales Manager (1 position)****Position Summary:**

Reporting to Head of Sales and Marketing, this role is responsible for leading and managing all sales operations and oversees activities of the sales team. The key objective of the Senior Sales Manager is to create sales strategies that deliver on sales targets for Urbanland projects while simultaneously building relationships with agents and customers. He or she will be familiar with other developers and their projects, what they are currently building and planning.

**Key Responsibilities:**

- Build creative sales strategies that are focused on revenue generation for the business specifically to do with landed properties such as villas and shophouse.
- Lead and mentor the sales team in order to grow their capabilities and achieve sales targets.
- Successfully manage team tasks and goals.
- Develops and build relationships and partnerships by being attentive, service-oriented, friendly, helpful, and courteous to customers, colleagues, business associates etc.
- Acts as an evangelist for Urbanland and its projects to build strong relationships and connections.
- Develops and maintains knowledge of consumer, competitor, and market trends.
- Partners with Marketing in ensuring that strategies and objectives are aligned to Urbanland's overall objectives.
- Works closely with Head of Sales & Marketing and upper management in the creation of new sales strategies and approaches.

**Position Requirements:**

- Bachelor's degree in Marketing, Business and other business-related disciplines
- Minimum 5 years in a sales position within a complex and fast-paced business environment.
- Experience in borey and/or landed properties sales are preferable.
- Possess strong network within the real estate industry
- A strong ability to handle sales in multiple projects
- Strong business sense and industry expertise
- Good diplomatic negotiating skill
- Excellent problem-solving skill
- Strong people management skill
- Good numerical and analytical skills
- Good communication and collaboration skills

**How to apply**

If you are ready for an exciting career with an award-winning property developer, please email your resume to [joinus@urbanlandasia.com](mailto:joinus@urbanlandasia.com). Only shortlisted candidates will be contacted.

Amazing perks! Health benefits, education, time off, social good, a cool office in CBD Phnom Penh, and lots more cool stuff.

- **Office Address:** 1F - 01, Raintree, #299 Preah Ang Duong , Daun Penh, Phnom Penh, Cambodia
- **Phone contact:** [+855] 23 900 871
- **Email:** [joinus@urbanlandasia.com](mailto:joinus@urbanlandasia.com)
- **Website:** [www.urbanlandasia.com](http://www.urbanlandasia.com)

**Closing date:**