



Job Description

Company: Navarathna Housing Finance Limited

Job : Sales Executive

Location: Chennai,Karaikudi,Madurai,Trichy,Ponnamaravathy,Pudukkotai,
Sivakasi

About Navarathna Housing Finance Limited:

Navarathna Housing Finance Limited is a leading financial services company dedicated to providing accessible housing finance solutions to underserved communities. As part of our commitment to financial inclusion, we are seeking dynamic and motivated individuals to join our sales team and contribute to our mission of empowering individuals and families through homeownership.

Job Overview:

We are looking for a Sales Executive to drive sales and promote our housing finance products and services in Tirunelveli, Thanjavur, and Mayiladudurai. The Sales Executive will be responsible for identifying and engaging with potential customers, building relationships, and facilitating the mortgage application process to help customers achieve their homeownership goals.

Key Responsibilities:

- **Customer Engagement:**
 - Identify and engage with potential customers through various channels, including cold calling, referrals, and networking.
 - Educate customers about Navarathna Housing Finance's products, services, and eligibility criteria.
 - Conduct sales presentations and demonstrations to showcase the benefits of our housing finance solutions.
- **Relationship Building:**
 - Build and maintain relationships with customers, real estate agents, builders, and other stakeholders in the housing industry.



- Provide personalized assistance and guidance to customers throughout the mortgage application process.
- Address customer inquiries, concerns, and objections in a professional and timely manner.
- **Sales Management:**
 - Meet or exceed sales targets and objectives set by the company.
 - Track and report sales activities, including leads generated, appointments scheduled, and deals closed.
 - Collaborate with sales team members and management to develop strategies for maximizing sales opportunities.
- **Market Research:**
 - Stay informed about market trends, competitor activities, and industry developments.
 - Gather feedback from customers and stakeholders to identify areas for improvement and innovation in our products and services.
 - Provide insights and recommendations to management based on market research and customer feedback.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, Finance, or related field.
- 0-1 years of experience in sales, preferably in the financial services or real estate industry.
- Proven track record of achieving sales targets and building customer relationships.
- Strong negotiation and persuasion abilities.
- Ability to work independently and as part of a team.
- Knowledge of local housing market trends and regulations is a plus.

Job Type: Full-time

Pay: ₹20,000.00 - ₹40,000.00 per month