Field Sales Executive – Real Estate

Amar Realty | Phursungi, Hadapsar, Pune

Salary: ₹12,000 per month + Performance Incentives
Job Type: Full-Time | Field Sales
Location: Phursungi, Hadapsar, Pune
Experience: 0–3 Years
Education: 12th Pass / Graduate
Vehicle: Own Two-Wheeler Mandatory

Job Brief

Amar Realty is looking for an energetic and target-oriented **Field Sales Executive** to join our real estate sales team in **Phursungi, Hadapsar, Pune**.

The candidate will be responsible for generating new property leads, meeting prospective customers, developing local contacts, conducting property/site visits and converting prospects into customers.

This is a **field-based position** requiring regular travel within the assigned area.

Key Responsibilities

- Generate new property leads through **field visits, local networking, references, cold calling and direct prospecting**.
- Visit different locations in and around **Phursungi, Hadapsar and nearby areas** to identify potential customers.
- Contact prospective property buyers and understand their budget, location and property requirements.
- Follow up with leads provided by the company through calls, WhatsApp and personal meetings.
- Explain Amar Realty projects, property details, location, pricing, amenities and payment options to customers.
- Arrange and accompany customers for **property/site visits**.
- Build relationships with local residents, business owners, professionals, brokers and referral sources.
- Maintain regular follow-ups with prospective customers until conversion.
- Maintain accurate records of leads, customer interactions, follow-ups and site visits.
- Achieve assigned **daily, weekly and monthly sales and lead-generation targets**.
- Monitor local real estate activity and competitor projects.
- Participate in local marketing activities, property campaigns and promotional events.
- Submit daily field activity and lead reports to the reporting manager.

Daily Field Work

The selected candidate will be expected to:

- Visit assigned areas and identify potential buyers.
- Generate new leads every day.
- Make follow-up calls and WhatsApp communications.
- Meet prospective customers personally.
- Arrange property/site visits.
- Develop local referral networks.
- Update lead information and follow-up status.
- Report daily activities to the sales manager.
- Work towards monthly sales and conversion targets.

Mandatory Requirements

The following are compulsory:

- Own **bike/two-wheeler**.
- Valid **Driving Licence**.
- Valid **RC (Registration Certificate)** of the vehicle.
- Smartphone with WhatsApp and Google Maps.
- Comfortable travelling and working outdoors.
- Willingness to work in a target-based sales environment.

Skills Required

- Good communication and convincing skills.
- Strong follow-up ability.
- Customer-friendly attitude.
- Ability to approach new people confidently.
- Basic negotiation skills.
- Self-motivated and hardworking.
- Comfortable with field travel.
- Basic smartphone and internet knowledge.
- Knowledge of **Phursungi, Hadapsar and surrounding Pune areas** will be an advantage.

Language Preference

- **Marathi – Required**
- **Hindi – Required**
- Basic English – Preferred

Eligibility

- **12th Pass / Graduate** in any discipline.
- Freshers are welcome to apply.

- Candidates with experience in **real estate, field sales, insurance, banking, telecom, FMCG or direct sales** will be preferred.
- Candidates who are confident, energetic and willing to learn are encouraged to apply.

Performance Targets

The role will be evaluated based on:

- New leads generated
- Qualified leads
- Customer meetings
- Site visits
- Follow-ups completed
- Site-visit conversions
- Property bookings
- Monthly sales achievement
- Daily field activity

Salary & Incentives

Fixed Salary: ₹12,000 per month

+ Performance-Based Sales Incentives

Additional incentives may be linked to:

- Qualified leads
- Site visits
- Successful bookings
- Sales achievement

Higher performance = Higher earning potential

Why Join Amar Realty?

- Opportunity to build a career in the real estate industry.
- Fixed monthly salary with performance incentives.
- Practical sales and real estate training.
- Opportunity to develop strong local business contacts.
- Growth opportunities based on performance.
- Support from the internal sales and marketing team.

Job Summary

Particular	Details
Company	Amar Realty
Position	Field Sales Executive – Real Estate
Location	Phursungi, Hadapsar, Pune
Salary	₹12,000/month + Incentives
Job Type	Full-Time
Experience	0–3 Years
Education	12th Pass / Graduate
Bike	Mandatory
Driving Licence	Mandatory
Vehicle RC	Mandatory
Languages	Marathi, Hindi; English preferred
Work Type	Field Sales & Lead Generation