

Our client is a diversified organization established over three decades ago, approved by the Board of Investment (BOI) has a strong business presence across multiple sectors. To effectively source Tenants for its Company Warehouse and Office space, consisting more than 250,000 square feet, they seek a dynamic professional.

Business Development Manager

Real Estate

Key Responsibilities

- Identify and buildup relationships with potential clients, including investors, property owners and developers.
- Develop and implement strategic plans to expand the real estate portfolio and a market presence.
- Amplify collective sales opportunities by introducing decision-makers and key client contacts to colleagues across the Group.
- Demonstrate enthusiasm, initiative, teamwork and professionalism.
- Negotiate and close deals with clients to achieve Budgeted revenues and goals.
- Stay up-to-date with industry trends, regulations and best practices to maintain a competitive edge.

The Ideal Candidate Profile

- Bachelor's degree in Business Administration, Marketing, Real Estate or fully qualified in professional Marketing qualification or a related field.
- Possess at least 5 to 10 years' experience with a proven track record of success in business development, sales or real estate.
- Strong understanding of the real estate industry, including market dynamics and property investment strategies.
- Demonstrate excellent interpersonal skills, including verbal and written communication.
- Prior experience including demonstrated success in closing sales of complex situations.
- The preferred age range for candidates is between 35 to 50 years.

Attractive remuneration package coupled with other perks await the right candidate.

Please forward your complete resume in PDF format with contact details of two non-related referees to mslrcv@sltnet.lk within 10 days of this advertisement quoting MSL Ref. No. 7966 in the subject column.