

JOB

DESCRIPTION

Novel Office is part of the Novel Group, established in 1993 in Dallas, TX, USA which is engaged into various business activities. We are into the business of office space and provide fully furnished customized offices on rent. We have developed an in-house customizable partition concept, which enables us to customize an office layout any way at any time, without any material wastage. This ability of ours makes us unique in the Office Space Industry; hence nobody offers what we offer in the market.

In INDIA

We provide serviced offices and fully furnished customizable offices on rent with No Lock-in and No Deposit options. We have a unique business model. We have developed an in house office space customization model with a lot of research and experiments, wherein we don't incur any material wastage when we customize a layout and the customization lead time is also short. We currently have 4 operating locations across Bangalore and one coming up soon totalling to 7,00,000 square feet of office space.

In the US

We offer fully furnished offices with movable glass walls in the US to our tenants. We have unique business model in the US as well. Our first project was in Houston, TX which was highly successful. We increased tenancy from 62% to 100% in a span of 4 months. Now, we have acquired second property in Dallas named Meadow Park Tower. We are looking to expand to other locations in TX by acquiring 3-5 properties this year .

Department

The business development department is involved in Property Acquisition, Property Leasing and Property Sale. The primary responsibility of this department is to get in touch with the Real Estate Brokers and build good relationship with them to get the brokers work on our requirements of Property Purchase, Property Leasing and Property sale.

THIS IS A CAPTIVE CALL CENTER PROCESS AND NO COLD CALLING SALES IS INVOLVED.

Title: **Senior Manager - Business Development (US Process)**
Location: **Bangalore.**

Job Description

- Build a network of Real Estate Brokers & develop relationships
- Talk to Loan Brokers to finance the properties that are bought
- Handle Office Space enquiries through brokers
- Coordinate with Projects and Facility Teams
- Client Servicing & Account Management Activities

Desired Profile

- Min 1 year experience in US Call Center
- 8-12 years of work experience
- Good communication Skill