

## Aftersales Director

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Company: Dove & Hawk

Location: London Area

Category: sales-and-related

Aftersales Director – London, Leeds or Manchester – £50,000 to £60,000 Basic (DOE) + Attractive Commission Structure My client, a fast-growing tech-based real estate firms in the UK, are currently seeking an experienced Aftersales Director to lead their real estate progression department. You will be leading and overseeing the sales progression department, responsible for overseeing a team of 3 and advancing a sales pipeline of approximately 200m and circa 300 units per year. This role can sit within any of their offices; London, Leeds or Manchester dependant on where you are based. This role requires a strategic leader who can manage the exchange workflow, client expectations across multiple time zones, and completions of numerous real estate developments simultaneously. Our clients and investors, based around the globe, demand a high level of expertise and commitment to strict deadlines for the exchange of contracts and completions. This is a fantastic opportunity to join a cutting-edge real estate firm that are currently on exponential growth plan, where your contribution will be valued and you can implement strategies to make a significant impact. Proven experience in a leadership role within a conveyancing department is essential. Key Responsibilities: Lead the Real Estate Progression Department, overseeing a significant sales pipeline and ensuring the smooth progression of sales from agreement to completion. Implement strategies to manage and progress a portfolio of around £200m and 300 units per year, meeting and exceeding set targets. Work closely with global clients and investors, ensuring their needs are met and expectations exceeded throughout the sales process. Ensure strict deadlines for the exchange of contracts and completions are met, coordinating effectively with internal teams, clients, and external

parties.Oversee the workflow and manage the completion processes of multiple real estate developments simultaneously, ensuring efficiency and high standards.Develop and maintain strong relationships with stakeholders, including developers, solicitors, and financial advisors, to facilitate smooth transactions.Provide leadership and direction to the team, fostering a culture of excellence, accountability, and continuous improvement.Monitor and report on department performance, identifying areas for improvement and implementing changes to enhance efficiency and client satisfaction.Stay abreast of market trends, regulatory changes, and technological advancements to ensure the department operates at the forefront of the industry.Requirements:Proven experience in a leadership role within a conveyancing department with a track record of managing high-value sales pipelines and meeting strict deadlines.Strong understanding of the UK real estate market and legal requirements related to property sales and completions.Exceptional leadership and team management skills, with the ability to motivate and guide a diverse team.Excellent communication and interpersonal abilities, capable of building and maintaining relationships with a global client base and stakeholders.Strategic thinker with outstanding organizational skills and the ability to manage multiple projects simultaneously.Proficiency in using real estate and CRM software to streamline processes and enhance client service.Willingness to adapt and respond to the fast-paced, evolving nature of the tech-based real estate sector.Salary: £50,000 to £60,000 Basic (DOE) + Attractive Commission StructureHours: 9am to 6pm Monday to Thursday and 9am to 5pm on Friday (Hybrid working available)For more information please contact Megan on the Business Support team at Dove & Hawk Property Recruitment.02080597472megan@doveandhawk.co.uk

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