



Open position: Sales Manager

Location: Dubai, UAE

Company: DHG Properties

Industry: Real Estate Development

Type of employment: on-site, full-time

About the Employer:

DHG Properties is a Dubai-based developer, part of the DHG group – Swiss real estate and construction group with over 30 years of experience and over 300 completed projects in Europe. We are dedicated to delivering premium residential and mixed-use properties in the UAE, bringing Swiss standards of quality and precision to the market. Our flagship project, Helvetia Residences, is setting new benchmarks for elevated living in JVC, with upcoming developments planned in Meydan Bukadra and Dubai Islands. DHG Properties' current sales pipeline is valued at AED 500 million, supported by strategic plans to further expand the company's presence through new investments and acquisitions, reaching multibillion sales portfolio.

About the Role:

We are seeking Sales Manager with proven experience in Dubai's real estate market to support our sales operations and ensure strong performance across projects. This role focuses on executing sales strategies, managing broker relations, guiding the sales team in day-to-day activities, and achieving defined sales targets.

Responsibilities:

- Drive sales of the company's real estate portfolio to achieve monthly and annual targets.
- Develop and maintain relationships with direct clients, agencies, and investors.
- Coordinate with the marketing team to ensure alignment on campaigns and events.
- Monitor market trends, competitor activities, and provide insights on pricing and product strategy.
- Prepare regular reports on sales performance for management.

Requirements:

- Proven track record of at least 3+ years in real estate sales, ideally in Dubai.
- Strong network of direct clients and agencies in the market.
- Excellent negotiation and closing skills.
- Leadership qualities with experience in managing sales team.
- Fluency in English is required; Arabic is an advantage.
- Self-driven, results-oriented, and able to thrive in a fast-paced environment.

What We Offer

- Competitive compensation and benefits package with performance bonuses
- Access to quality inventory in high-demand areas
- Opportunity for career development within an international real estate and construction group
- Work with a diverse and multicultural team in a supportive and entrepreneurial culture

How to Apply

Send your CV to info@dhg.ch.