

Property Dealer

Aliases: Estate Broker, Estate Dealer

Industry/Sector(s): Real Estate

JOB DESCRIPTION ¹

The tasks a Property Dealer is expected to perform include:

- Advising and assisting the clients on settlement of the deal regarding the purchase, sale and lease of real estate
- Contacting the intending sellers of the property
- Obtaining the details of property to be sold or purchased
- Estimating the value of the property and finding out the prevailing rates in the locality
- Obtaining mortgage and tax details from the concerned authorities
- Taking buyers to the site and showing him the estate available for sale
- Negotiating between buyers and sellers and helping them to reach an agreeable closure of the deal
- Collecting money from the buyer and handing it over to the seller
- Facilitating required legal documentation related to the estate
- Attending to business correspondence, and advertising property for purchase, sale or lease

WORK ENVIRONMENT ²

- It is a field job
- Need to handle a team
- Local travelling is a part of this job role
- Part-time work and contractual jobs are available
- Work from home option is not available

Working hours

- Property dealers usually work for 5/6 days a week and 8/9 hours everyday. This may vary from dealer to dealer
- Shift system maybe available in some real estate companies
- Being self-employed is also an option. In this case, work timings will be flexible

Is the job suitable for a candidate with special needs?

This job is suitable for candidates with One Leg (OL), People with One Arm (OA), Low Vision (OL) and those who have their Hearing Impaired (HH)

EDUCATIONAL QUALIFICATIONS AND TRAINING ²

Minimum – 12th standard pass

KEY COMPETENCIES ⁵

- Detailed knowledge of the real estate sector
- Working knowledge of the documentation involved
- Efficiency in analyzing and scrutinizing prevailing pricing in the real estate market
- Detailed knowledge of the factors affecting the price fluctuation
- Ability to advise client as per their budget and requirement
- Well-versed with selling and marketing techniques
- Proficiency in effective networking

DESIRABLE COMPETENCIES ²

- Detailed knowledge of property area, saleable area, total carpet area and loading involved in property by a developer as per locality
- Demerits and merits of the property involved
- Knowledge of legal aspects pertaining to property transfer and buying and selling of property
- Knowledge of financial aid, i.e. Home loans sources

AVAILABLE SKILL TRAINING AND LEARNING INSTITUTES ⁵

- Institute of Real Estate and Finance (IREF) across India
- Indian Institute for Real Estate (IIRE)
- NAREDCO

AVAILABLE SKILL TRAINING SCHEMES/SCHOLARSHIPS

Coming soon

SAMPLE OF TRAINING AND LEARNING COURSES

- <http://www.naredco.in/training-tcp-programme-delhi.asp?links=tr1>
- <http://www.nirem.org/programs-events/training-program/>
- <http://www.ricssbe.org/programs/bba-in-real-estate-and-urban-infrastructure/>

CAREER PROGRESSION PATH ^{8, 6}

Estate Sub-Agent → House Agent → **Property Dealer** → Property Manager → Managing Director

Transfer option

•India: Yes

•Abroad: Yes

(*This field to open the relevant job title when clicked)

EXPECTED EARNINGS ³

For freshers and experienced candidates – 1% to 2% commission per deal

(These figures are indicative and subject to change)

REQUIRED WORK EXPERIENCE ¹

Preferably minimum 1 year of on-field work experience in Real Estate sales and marketing sector

PROBABLE EMPLOYERS ²

- Construction companies
- Real estate consulting services
- Real estate developers
- Housing companies
- Sellers/buyers of a property

PEOPLE'S CORNER

Coming Soon

KEYWORDS

- Real Estate Dealer
- Estate Broker
- Property Broker
- Property Dealer

OCCUPATIONAL CODES AND STANDARDS

Standard	Code	Description
NCO 2015	3334.0100	Property Dealer
ISCO 2008	3334	Real Estate Agents and Property Managers
NIC 2008	68200	Real estate activities on a fee or contract basis
QP Reference	NA	NA
NSQF	NA	NA

REFERENCES

1	http://dget.nic.in/upload/uploadfiles/files/publication/Des-Div-3.pdf
2	www.shine.com www.timesjob.com www.naukri.com
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