

**Job Title:** Sales Agent

**Reports To:** Head of Sales

**Location:** Dubai, UAE

**Employment Type:** Full-time

### **About the Company**

Zed Capital is a UAE-based private group with a bold vision to build and grow innovative businesses across real estate, hospitality, retail, and lifestyle sectors. The group's diverse portfolio includes leading brands like Zed Living; and I AM THE COMPANY a cutting edge online everyday luxury brand.

At Zed group of companies, we believe in creating experiences that enrich lives, combining forward-thinking strategy with an entrepreneurial spirit. With creativity, quality, and purpose at our core, we're redefining how people live, stay, and engage across our platforms.

### **About the Role**

We are looking for a results-driven Real Estate Agent with proven experience working directly with property developers in Dubai. In this role, you will be responsible for managing the full cycle of property transactions from sourcing and promoting listings to closing deals while building strong relationships with both clients and developer partners.

Your experience in handling off-plan and ready projects, understanding of developer processes, and ability to navigate exclusive listings will be key to your success. You'll work closely with our internal team and benefit from robust support systems, but we're looking for someone confident, connected, and capable of independently driving results in a competitive market.

### **Key Responsibilities**

- Represent and guide clients in the buying, selling, and leasing of residential and commercial properties, with a strong focus on developer projects (off-plan and ready).
- Build and maintain strong relationships with developers and agency partners to gain access to exclusive listings and projects.
- Conduct property viewings, present options tailored to client needs, and provide expert guidance throughout the decision-making process.
- Negotiate offers and close deals, ensuring the best outcome for clients while maintaining professionalism and compliance with market regulations.
- Manage the full transaction lifecycle—from client onboarding to final contract signing and handover.
- Stay informed on Dubai's real estate trends, off-plan launches, market shifts, and RERA regulations.
- Utilize CRM systems and digital marketing platforms to manage leads, update listings, and maintain accurate records.
- Collaborate with the marketing and admin team to support property promotions, client follow-ups, and documentation.

### What We're Looking For

- Minimum of **2 years of real estate experience in Dubai**, with a strong preference for candidates who have worked directly with **property developers** (off-plan and ready projects).
- Bachelor's degree in **Real Estate, Business, or a related field**.
- Demonstrated ability to **close deals**, supported by a solid sales track record in a competitive market.
- Excellent **negotiation, communication, and interpersonal skills**, with a client-focused approach.
- Proficient in using **CRM systems** and online real estate platforms for lead management, listing updates, and reporting.
- **Fluent in English**; knowledge of additional languages is a plus.

### Preferred Candidates to Have

- Direct experience working with developers or developer-exclusive projects.
- An existing network of contacts within Dubai's real estate community.
- Confidence in managing high-value and exclusive listings independently.

### What We Offer

- Competitive commission structure with high earning potential
- Access to a robust CRM platform for streamlined operations
- Accelerated career growth and performance-driven incentives
- Full administrative and back-office support
- Positive, collaborative work environment with a results-oriented team
- Visa and medical insurance provided

### Why Join Us?

- Be part of a dynamic, diverse and a creative team driving a fast-growing multi-brand group.
- Work in an exciting, collaborative, and trend-forward environment where ideas come to life.