



NITCON LIMITED

(a Government Organisation, serving since 1984, ISO 9001:2015 certified, CIBIL Rank-1)

Advertisement No. NITCON/HR/Vacancy/2026-27/2

NITCON Limited is looking to engage Go-Getter candidate on Contract basis (Immediate Joining) for the position of **Sales Head**.

The present place of opening would be at **Siliguri** office for our ongoing project in the region. The opening shall be transferable as per requirement of service.

Details are given below: -

SALES HEAD

Particulars	Details
Educational Qualification	Mandatory: Graduate in any discipline Preferable: MBA - Marketing
Experiences	Mandatory Minimum 10 years' experience in the Sales and Marketing activities related to property/ real estate sector
Roles & Responsibilities	<p>The broad Roles & Responsibilities of the Sales Head shall include, but not be limited to, the following activities:</p> <ul style="list-style-type: none">- Formulation and execution of sales and business development strategies.- Achievement of sales, revenue, booking, and collection targets.- Management of sales teams and referral networks.- Lead generation, lead nurturing, customer engagement, and conversion management.- Inventory planning, pricing recommendations, and sales promotion initiatives.- Coordination with marketing teams for branding, advertising, events, and lead generation campaigns.- CRM management, sales MIS, forecasting, and performance reporting.- Customer relationship management and resolution of sales-related issues.- Collection monitoring and revenue realization.- Market research, competitor analysis, and identification of new business opportunities.- Liaison with legal, finance, project, CRM, and marketing departments for smooth project execution.- Ensuring compliance with applicable statutory, regulatory, and company requirements. <p>The above scope is indicative and not exhaustive. The Sales Head shall undertake any other duties, responsibilities, assignments, or activities as may be directed by NITCON from time to time in the interest of the Project and its successful implementation.</p>
Skill Set	<ul style="list-style-type: none">- Strong PR & Interpersonal Skills.- Fluent in Bengali, Hindi and English- Strong leadership and team management skills.- Proven experience in real estate sales, business development, and revenue generation.- Expertise in sales planning, forecasting, and target



Particulars	Details
	<p>achievement.</p> <ul style="list-style-type: none">- Strong customer relationship management.- Excellent negotiation, communication, presentation, and closing skills.- Knowledge of CRM systems, sales MIS, and reporting tools.- Understanding of market analysis, pricing strategies, and business development.- Sound knowledge of collections, cash flow management, and sales operations.- Familiarity with RERA regulations, sales documentation, and compliance requirements.- Strong analytical, problem-solving, and decision-making abilities.- Proficiency in MS Office and digital sales tools.- Ability to work under pressure and deliver results within timelines.
Age Limit	Maximum 45 years (as on 01.06.2026).
Monthly Renumeration	Shall be based on the experience and as per Industry standards

Terms & Conditions:

1. For applying on the above, a link with "Application Form to Apply" is placed at website www.nitcon.org/Career Selection will be made as per the prescribed norms and requirement of the job.
2. The applications are invited online through website www.nitcon.org only. No other means/mode for the receipt of application will be considered.
3. No TA/DA will be paid to the candidates for attending the interview.
4. For any clarification, please drop a mail at hrm@nitcon.org
5. Only eligible and qualified candidates as per the requirement of individual vacancy based on application submitted along with required enclosed documents shall be called for the interview.
6. NITCON Limited is fully authorized to accept or reject any application without assigning any reason. Mere filling the registration form will not confirm your suitability/selection for the post. The candidate has no right to ask for any clarification/reason for rejection of application.
7. The eligible candidates will be called for interview and confirmation for their appearances for their interview shall be communicated through their e-mail as mentioned in their Application Form.
8. The duly filled Application Form along with enclosures submitted will be considered for evaluation. Separate/ additional documents submitted shall not be considered for evaluation. So, before filling up the Application Form and submission of documents, please look carefully to ensure correct and complete submission.
9. The present place of opening would be at **Siliguri, WB**, but the openings are transferable as per requirement of service.
10. The management reserves the right to relax the criteria and that shall be purely at the discretion of management.
11. The selected candidate must join within 15 days from the date of offer/appointment.
12. The candidate has to submit duly filled signed Application Form along with self-attested scanned documents as under:
 - a. Class 10th Mark sheet and Certificate.



- b. *Class 12th Mark sheet and Certificate.*
- c. *Graduation Mark sheet & Degree.*
- d. *Post-Graduation Mark sheet & Degree.*
- e. *Diploma Certificate, if any.*
- f. *Additional qualification details, if any*
- g. *Caste Certificate, if any.*
- h. *Work Experience details and related documents.*

Note:

- ✓ *The size of the PDF should not be more 10 MB.*
- ✓ *Last date for submission of application form is **30.06.2026***
