



Inder Kumar Kamatkar

ASSISTANT MANAGER/MANAGER

Details

Hinjewadi, Maharashtra
Pune, 411057
India
8871647714
inderkamatkar@gmail.com

DATE OF BIRTH
04.April.1996

Links

[LinkedIn](#)

Skills

Microsoft Office

Critical thinking and problem solving

Ability to Work Under Pressure

Leadership and Teamwork

Business Acumen

Communication and Negotiation Skill

Industry Knowledge & Customer Psychology skill

Hobbies

Travelling, Adventure Sports, Cricket

Languages

Hindi

English

Profile

An Enthusiast Sales professional who excels at motivating others to achieve record sales numbers. Accomplished multiple appreciation to achieve the highest sales in my region. Insatiable desire of educating consumers and build lifetime brand royalty. Achieved impressive sales outcomes through honest methods and representing organizational character as a leader. Committed to motivate my team in nurturing relationships, providing reasonable sales goals and working right alongside with my colleagues. Expertise in understanding customer buying psychology as expected from a Real Estate Senior sales manager with 3+ years of Extensive experience.

Employment History

Assistant manager, Kohinoor Group, Pune

APRIL 2021 — PRESENT

- Identified and maximized sales opportunities, and increased customer retention rates.
- Doing market survey for upcoming projects and summit reports to the management.
- Organizing Roadshows, Corporate activity, Society activities to generate walk-in.
- Settled any customer disputes in a professional and pleasant manner.
- Brought forth excellent customer service skills and a commitment to customer satisfaction.
- Maintained 70% of Target archived in every quarter.
- Established sales goals by forecasting annual sales quotas and projecting expected sales volume for existing and new products.
- Maintained up-to-date knowledge of all upcoming projects and promotions.
- Sales Conversion Ratio of 15% or more.
- Got Multiple Appreciation for completion of Monthly target and holding the position of Top Performer.

Sales Executive, Godrej Properties Ltd., Pune

MARCH 2019 — APRIL 2021

- Part of Launch Team – Direct Sales in Godrej Properties were in have to sell all sites of Godrej were ever the Launch arises.
- Part of Strategic Initiative Program which deals in getting business from PAN INDIA.
- Initializing, formulating and implementing various sales strategies with regards to exploring marketing avenues to build customer preference and drive volumes.
- Part of various activities held at Godrej so as to generate leads and get maximum business from them
- Executing strategies to expand customer base in the marketing area as well as achieving maximum profitability and growth in line with company vision and values.
- Development, enhancement of sales revenue of existing and future properties.
- Actively participated in business growth of the company, generating leads and independently working on special assignments in consonance with core business and handling real estate portfolios of High-End investors.

Education

PGDM, IIMS, AICTE, Pune

JUNE 2017 — JUNE 2019

Major-Marketing

Minor-International Business

Grade-A

B.com, Barkatullah University, Bhopal

MAY 2013 — JUNE 2016

Grade-A

Internships

Intern, Bajaj Finserv, Pune

SEPTEMBER 2017 — OCTOBER 2017

Intern, Britannia Industries Limited, Pune, Pune

APRIL 2018 — JUNE 2018

To increase sales of new SKU i.e. pure magic DEUCE.

Paging (announcement) and sampling at big bazaar.

Supervise SOS, Facing and guide promoters.