

Saurabh Agrawal

Curriculum Vitae

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Career Summary

Highly motivated, organized, and innovative real estate professional with overall **9+ Years** of experience in the field of Real Estate Sales and Telecom Operations. A superior track record of exceeding internal and external expectations through effective communication and follow-through. Problem-solver with analytical and multi-tasking skills that thrive in a demanding, fast-paced environment. Seeking to be part of a team that will benefit from an energetic and collaborative work ethic.

Work Experience

Feb24–Till **Manager Sales, VTP Realty, Pune** .
Date

- Handle Walk-ins Clients and leads from Various sources.
- Deal with Customer, Negotiations, and Close the Deal.
- Directly report to site head for all updates.
- Preparing monthly sales reports and presenting them.
- Actively participating in all promotional activities, events, and exhibitions.
- Responsible for maintaining relationships with Channel Partners.
- Maximize direct and reference business.
- Achieve weekly, Monthly and quarterly targets.
- Work on increasing the conversion ratio continuously.

Apr22–Feb24 **Senior Manager Sales, Justo Realfintech Pvt. Ltd., Pune**.

- Responsible for attending and closing the site walk-ins & walk-ins through online sales for the assigned project.
- Responsible for delivering top-class customer experience at the point of sale thus enhancing customer satisfaction and getting business through their reference.
- Responsible for providing accurate documentation to customers for their transactions.
- Maintaining low complaint escalation and customer cancellation percentages.
- Responsible for doing Centralized recording and analysis of booking trends across segments, feeding into management decisions on pricing and product.
- Handling Channel Partners and Direct Sales activities with a focus on achieving predefined sales target and growth across the project through effective planning.

- Thorough understanding of the product portfolio and to provide updates on Business Intelligence and competitor analysis on developments near to the assigned project.
- To interact with equity analysts of top brokerage houses to gather market information.
- Building good long-term relationships with the existing and new channels to generate revenue.
- Develop and Execute strategy for customer acquisition marketing across multiple channels to deliver company sales Target.
- Achieve the channel's revenue and profitability quotas through various initiatives.
- Map the potential of the existing channel & optimize the utilization thereby generating leads for the organization.

Nov21–Apr22 **Senior Manager Sales, Elite Landbase, Pune.**

- Manage a sales team and provide leadership, quality training, and guidance.
- Achieve organizational sales goals and revenues by successfully managing the sales team and by developing various sales strategies.
- Using leads generated by the Marketing Team for the above and generating self-leads to convert them into customers, through local activities (procuring relevant databases, doing on-ground activities incorporates, clubs, promotion over social media, etc).
- Ensure team members have the necessary resources to perform properly.
- Converting prospects into customers by showcasing appropriate primary residential properties to the prospects, which matches their investment needs.
- Taking prospects for site visits in residential as well as commercial projects, answering all relevant queries in the process, liaising with the Developer for any clarification required for that.
- Intermediate negotiation processes between the builder & the potential buyers and eventual deal closing.
- Maintain and update databases of daily activities as per company standards.

Feb21–Nov21 **Business Development Executive, Square yards Consultancy Pvt. Ltd, Pune.**

- Cold-Called prospective customer to build relationship and lead generation.
- Research the market and related products to increase business opportunities.
- Respond to incoming phone inquiries and emails and Network with customers via phone, email, and social media.
- Responsible for meeting with potential customers to present the product favorably and in a structured professional way and assisting them with financial concerns regarding real estate sales purchases.
- Educate clients on the state of the real estate market and options available to them and answered any questions they had. Negotiate the Terms of the agreement and close the deal.
- Responsible for training and handling new joiners and helping them with closures.
- Responsible for focusing on revenue generation and achieving monthly sales goals.

Jul20–Jan21 **Technical Manager, Magnum Environment Management Pvt.Ltd., Buldhana.**

- Handle 45 technician team for fault restoration and Quality PM of site DG, BB, and site assets.
- Responsible for dealing with customers regarding their site-related issues and satisfy them by improving our services related to Network Availability.
- Taking follow-up of Trouble Tickets and material-related issues and getting it close on priority.
- Providing a daily plan to the technician team regarding TT closer and PM Maintaining all data and providing it in the timeline.
- Resolving technical faults on site and supporting field team by coordinating with FSE and Technicians.
- Responsible for driving various projects along with operations such as AMO earthing correction, Various TT closer in time, site locking, and vegetation-related issues.

Jan18–Jan20 **Sr. Executive, Reliance SMSL, Akola.**

- Integration and rectification of SAS access controller (Radiant and Sterna access control system), Camera monitoring and troubleshooting (Hikvision), and locking system.
- Handled 67 teams of technicians and riggers to maintain quality NWA, for critical fault restoration related to SMPS, battery bank and Diesel generator.
- Guided technician to perform Quality Preventive and Corrective maintenance.
- Track on trouble tickets and follow up with OEM for a closer for issues related to utility equipment .
- Quality Audit of All site, SMPS SO7, DG Everest integration, and all activities related to power.
- Handled server-based applications such as Everest, Team IP, and LSMR to monitor alarms and provide them to field technicians and supervisors.
- Pre-execution Survey and Planning for the Proposed Projects.
- Coordinate with the vendor for implementation of SAS Share the daily status of implementation with the SAS coordinator. Coordinate with different teams to achieve 99Share maintenance activities status for SAS uptime with the SAS coordinator. Support the SLP in theft prevention initiatives. Ensure respective landowners have a security app installed.
- L1 Support for Investigative and Fault management activities for ISP Access electronics like ENB, CSS, FTTH, MW, Small Cells, etc.
- Troubleshooting of Microwave Radio link (NEC and CERAGON) .
- END TO END Link testing Intra city/ NLD Checking whether the site is point-to-point reachable or directly reachable, dual home or spur.

Mar17–Sep17 **Site Engineer, Avacend Solution Pvt. Ltd., Goa.**

- Maintain quality of Installation of Antenna and RRH (Single Band or Multi-Band) by giving proper guidance to Vendor Team.
- Performed ATP 11A and checked the quality of installation and did ATP 11B Speed Test.
- Coordinating with the team and other engineers and giving them the plan of installation and ATP, RFI survey Microwave survey and RRH Swap activity, and CDU to RDU swapping.
- Responsible for clearing service-affecting alarms and maintaining the quality network for NON-HOTO sites.
- Responsible for performing MW FATP and submitting it from the Quality Engineer end, raising RMA for faulty material.
- Responsible for making all important documents such as MDR, and PTW at height and maintaining track of all plans.
- Responsible for giving safety training to Vendor Team.
- Troubleshooting CISCO ASR 901, ASR 920, ASR 903

Aug16–Mar17 **Utility Supervisor, Pratap Technocrats Pvt. Ltd., Akola.**

Jun15–Mar16 **eNodeB Expert, Pratap Technocrats Pvt. Ltd., Jalgaon.**

- Responsible for managing a team of 55 technicians and Rigger to solve all issues related to Diesel Generator, Power, Battery i.e. utility related equipment.
- Responsible for guiding technicians to perform proper PM (Preventive Maintenance) activity and for fault restoration and site restoration.
- Responsible to avoid major outages of the site and restore the site on priority.
- Responsible for clearing service-affecting alarms and maintaining the quality network for NON-HOTO sites.
- Responsible for doing SAS fault rectification Radiant and Sterna, clearing service-affecting alarms by guiding riggers and giving the plan.
- Responsible for doing DG alarm integration through DU and also doing alarm extension to Everest.
- Responsible for maintaining CPH of Diesel Generator and making less consumption of Diesel with quality of network
- Responsible to do installation, Commissioning, Integration, Operation & Maintenance of SAMSUNG 4G BTS and GSM.
- Perform Acceptance Testing and Preventive Maintenance, Troubleshooting & H/W replacement at sites for power system of SAMSUNG BTS.
- Performed daily checks, performance, and fault monitoring on the CognitivLSM application.
- Monitoring utility alarms on Everest Application and informing site technicians to maintain the quality of the network.
- Prepare all documents required for updating in the system.

Education

2011–2015 **Bachelor of Engineering**, *Sant Gadge Baba Amravati University, Amravati, Electronics and Telecommunication* | CGPA: 6.10.

2009–2011 **Higher Secondary Education**, *State Board of Maharashtra*, Division: Amravati | Percentage: 67.67, Science, Maths, English .

2008–2009 **Senior Secondary Education**, *State Board of Maharashtra*, Division: Amravati | Percentage: 84.46, Science, Maths, English, Hindi, Marathi, Social Sciences .

Core Competencies

Business Development

Client Relationship and Service

Channel Management

Marketing and Sales Strategy

Negotiations Expert

Lead Generation

KPI Monitoring

Effective Time Management

Ability To Multitask

After Sales support

Computer SKILLS

OS Windows, Linux

Tools MS-Word, MS-PowerPoint, MS-Excel

Languages

English

Hindi

Marathi

Co & Extra Curricular Activities

- Served as National Service Scheme (**NSS**) volunteer.
- Attended **Entrepreneurship camp** in SSGMCE, Shegaon.
- Worked as **T & P coordinator** of E & TC branch at MGI-COET, Shegaon.
- Worked as **Resource Manager** in student committee in MGI-COET, Shegaon.

Undertaking

The above information is correct to the best of my knowledge.

Date

Place **Pune**

Saurabh Agrawal