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Objective

To work with an organization that gives me an opportunity to learn and grow and at the same time presents me with a chance to contribute towards its growth, which I intend to pursue with all my efforts.

About me

Dynamic and motivated professional with a proven record of generating and building relationships, managing projects from concept to completion. Skilled in building cross-functional teams, good communication skills, and making critical decisions during challenges. Adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals.

Education

Mumbai University BLS LLB	2020
XII – (COMMERCE) LDS, Mumbai	2014
X – AVM Mumbai	2012

Skill Set

- Developing and managing Channel Partner network
- Excellent communication and interpersonal skills
- Effective presentation and negotiation skills
- Proficient in making Report by using MS office excel, Word and PPT
- Good leadership & team handling quality.
- Taking correct decisions during challenging situations

Professional Experience

Puraniks Builders Pvt. Ltd.- Team Leader

Feb 24– Till Date

- Strategic relationship-building, and a deep understanding of market trends.
- As a leader, it's crucial to align partner goals with business objectives, ensuring mutual growth.
- Providing partners with the right tools, training, and market insights enhances their ability to source valuable leads.
- Recognizing their contributions, offering incentives, and addressing challenges promptly also contribute to a strong, collaborative network that drives success in real estate sourcing.
- Conducting CP meets of 200 to 500 CPs during launch period
- Building CP activation Strategy targeting ICPs for Persistent performance
- Review Weekly Performance of Team and Presenting Report to Sourcing head regarding performance upliftment
- Solving Billing regarding issues and Align Tele-Calling supports to Channel Partners
- Recognition to team on achieving there targets, team outing and refreshment.

Sunteck Realty - Deputy Manager

Aug 23– Feb 24

- Consistently build the CP Network to acquire new business and manage clients in collaboration with them.
- Conduct regular meetings with CP's with the purpose of both engagement and empanelment to drive more business.
- Weekly reviews of CP's including actual achievements v/s targets set during the former meeting, work upon qualitative factors and process improvement.
- Encourage Cp's to work upon the project, to extract the leads from them and the the leads extracted into walk-ins.
- Efficiently closing the customers, when the other closing managers are occupied with the other clients.
- Actively follow through on potential customers based on their specific requirements. Possess in depth

- product knowledge and communicate the same effectively to prospects.
- Stay updated with relevant competitor's details including price, moments, construction activity, key trends and market dynamics.
- Maintaining all records associated with CP's.
- Providing tele-callers with relevant data time to time, and coordinating with them for leads extracted and converting those leads into walk-ins.

Tycoons Developers - Deputy Manager

July 21 – Aug 23

Sourcing Skills-

- Maintain & expand organizations database of channel partners by increasing width and depth of These distribution channel
- Develop new Channel partners apart from the beat assigned
- Making AOP as well as JBP with CP in order to engage CP with company throughout the year.
- Channel development and outreach activities should be planned.
- Maintains accurate records of all activities and meetings attended.
- Create and develop a variety of new channels in order to expand the breadth and depth of the channel distribution pipeline.
- Targeted Speed of Sales (Units Booked per Month) through allocated channels, contribution margin to site targets, and achievement of planned targets are all goals that must be met.

Closing Skills-

- Actively follow through on potential customers based on their specific requirements. Possess in-depth product knowledge (and micro information at project level) and communicates the same effectively to prospects.
- Increased closure/walk-in efficiency at the various facilities by tracking and monitoring of the same
- Build and maintain networks with customers and channel partners respective sales vertical
- Sound technical knowledge in terms of the product and pricing bands, possess knowledge on area calculation and other technicalities related to building construction.
- Attend walk-ins on site and Deliver an excellent customer service experience
- End to end completion of booking process with no pendency's with collection of initial booking amount.

Sr.Sales Manager

March 21 to June 2021

Opelox Realty

- Generating leads through Facebook Campaign, PPC, SMS, Email and cold calling.
- Planning a cost-effective marketing activity to generate leads.
- Meeting with Channel Partners, Generate Lead for project and other advertisement planning, also discuss about the visited clients and focus on their closings serve as the CP's single point of contact.
- For Sales and sourcing I have target of 3 bookings monthly.
- Talking care of Profit and loss for the company & guiding top management on marketing.
- Driving sales revenue through building a strong channel partner network.
- Developing Go-to-Market plans for each of the channel partners and agents, ensuring the efficient execution of those plans.
- In conjunction with the management team, establish highly strategic, thoughtful and deliberate business plans within the existing framework of our transnational and metrics oriented business mode
- Handling team of 4 (Tele-caller)
- Relationship development & Channel Partner activation for Residential as well as Commercial Projects

Sr. Executive– Sales

Feb 2016 to Feb 2021

Tyagi Enterprises (Dombivli)

- Understanding the client's requirements and pitching the options best suiting to their needs.
- Fresh call, follow up call on leads received from marketing portals.
- Helping customers in site visits & assisting in closing the deal.
- Arranging resale flats if required. Source properties as per client's requirement
- Appoint a legal consultant for their property as per their need of selling or purchasing.
- We assisted clients for home loans through banks, stamp duty and registration of their property.

- Lead generation from BTL marketing by road side standee, Paper leaflets, sandwich boards, etc.
- Lead generation from ATL marketing by online portals like 99acres, Housing, Magic bricks, Olx, Google ad words and social media apps like Facebook and Instagram.

As channel partner with well-known developers at thane west.

- LODHA AMARA & LODHA CASAVIVA
- DOSTI WEST COUNTY & ACE
- PURANIKS GRAND CENTRAL
- HIRANANDANI ESTATE & HIRANANDANI GARDEN, POWAI
- RAUNAK RESIDENCY & PUNEET KANCHANGANGA

Have handled Thakurli, Dombivli, Kalyan, Shilphata, Bhiwandi bypass road, Badlapur and Neral east i.e. a project like Puranik city, Labdhi garden, Tulsi darshan, Shelterx, etc. We try to develop or expand our relation or network with local property consultant or dealer by providing them a good service to fulfil their client's requirements and following ethical practices.

Systems and Process Compliance

- Proficiency in MS-Excel, Power Point, SFDC

Personal Information

Date of Birth	:	1 st June 1996
Marital Status	:	Single
Languages known	:	English, Hindi, Marathi.
Hobbies	:	Like to learn new software, like to know about new gadgets, listen to music & play cricket

