HARSHAL KAMBLE

CLUSTER HEAD

PROFILE

Graduate with 17 years of work experience in the field of Real Estate Sales ,Channel Sales Vertical & Insurance .
Experience in Real estate communication, planning, developing, executions, Team Leading, Motivating.

SKILLS & ACHIEVEMENTS

- Team Management
- Revenue Generation
- Project Launch & communications
- Events & Exhibitions Handling
- Channel Partners Relationships
- Project Presentation
- Problem Solver
- Achieved 2016-17 & 2017-18 Highest Conversion Ratio*
- Received Highest walk-ins Certification 2018 - 19
- Certification for Highest Sales In Lock down 2020
- Best AGM, Certificate as an Champion for the Launch of Tycoons Square 2021
- Promotion of Deputy General Manager
- Successful Project Launches in 2022 -23 with 250Cr Business & received Promotion of General Manager
- Sold 100 Units in 8 Hrs in YSquare

CONTACT INFORMATION

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Linked in :-
https://www.linkedin.com/in/harshal-kamble-84b74376

EMPLOYMENT DETAILS

VANGUARD VENTURES PVT LTD
Cluster Head - Sales & Sourcing (Jan -2024- Till date)

Managing the Sales & Sourcing team
563Cr of Gross revenue generated in FY 2024
Currently Handling 6 Projects In Portfolio with Ticket Size of 75L to 4.25Cr
DSS Group - Mahavir Spring & Mahavir Vista - 265.27Cr
Metro Group - Metro Regalia (Presidential) - 54.27Cr
Squarefeet Group - YSquare - 218.09Cr
DP Build Homes - DP Star - 24.87Cr
Bharat Agri Fert - Wembley (New Acquisition in 2025)
Expanding distribution network, Preparing Attractive Brokerage Slabs
Creating sales strategies & New Project Launching Plan with Budgeting & New Schemes for Projects & CP's Activation.
Team Motivation, Incentive Planning
CRM - Revenue Collection, Registrations , Tracking inventory for sale
Completing Performance appraisals of team & creating Leaders

TYCOONS DEVELOPERS PVT LTD
General Manager-Channel Sales (April-2021- Jan - 2024)

Leading & Managing the Channel Sales team
250Cr of revenue through Residential & commercial sales in FY 2022-23
Creating sales strategies & New Project Launching Plan with Budgeting
Executing Monthly & Quarterly plan with target oriented numbers , Lead generation & Revenue Generation
Effective management of vendors & vendors releated processes
Team Motivation, Incentive Planning ,providing proper support & Meeting with their Cp's
CP Activation from all regions of MMR & Mumbai & Continuously expanding the distribution network
Preparing newAttractive Brokerage Slabs & New Schemes for Activation CP's
Completing Performance appraisals of team & creating Leaders
Handling end to end Billing & Services for channel Partners

PROVIDENT HOUSING LTD (PURAVANKARA GROUP)

Manager - Channel Sales (Sep 2019 - April 2021)

Solely responsible for Sales & Channel Sales
CP Activation for selling project in Goa.
Generating Revenues through Corporate, Society & Mall activity.
Working with channel partner for updating digital presences of company & doing various activity through them
Continuously expanding the distribution network
Promoting Brokerage Slabs & New Schemes Activation for CP's
Handling end to end Billing & Services for channel Partners
Achievement's:-
Achieved 72 Bookings from cross Sales Mumbai region

PURANIK BUILDERS LTD

Assistant Manager (July 2016 - Sep 2019)

Solely responsible for Channels Partners Vertical at Puraniks
Serve as the channel partner's single point of contact
Working with channel partner for updating digital presences of company & doing various activity through them
Handling end to end Billing & Services for channel Partners
Achievement's:-
Achieved Sales of 35 Cr in 2016-17 with 70 Bookings
Achieved Sales of 55 Cr in 2017-18 with 110 Bookings
Achieved Sales of 23 Cr in 2018-19 with 46 Bookings

PERSONAL DETAILS

DOB - 4th March 1985
Marital Status : Married
Nationality: Indian
Languages Known: English, Hindi,Marathi

Address :- Krishna heights E Wing flat no
702 7th floor Haji Malang Road Nr Krishna
Paradise 100 ft Road Kalyan East (421306)

EDUCATION

2 0 1 3 - T.Y.BCOM
EIILM UNIVERSITY, SIKKIM

2 0 0 5 - MAHARASHTRA (HSC)
Siddharth College of commerce &
economic

2 0 0 2 - MAHARASHTRA (SSC)
Sai English High School

SQUAREYARDS PVT LTD

Sr Business Development Manager(Aug 2015-June 16)

Meeting customer face to face to understand their Requirement.
Finding new developers & Adding to the list for business growth
Taking them for site visit & close the deal as per requirement
Meeting Target & confirming the Booking to generate the Revenue.

INDIA HOMES PVT LTD

Property Specialist (Nov 2014 - Aug 2015)

Confirming prior appointments given by the customer.
Meeting customer face to face to understand their Requirement.
Shortlisting the property as per their Budget & Location
client project site visit & Closing Deal
Meeting Target & confirming the Booking to generate the Revenue

RELIANCE LIFE INSURANCE COMPANY LTD

Executive Relationship Manager(Jan-2014 -Nov 2014)

Confirming prior appointments given by the customer.
Cross Selling products as per their needs.
Solving previous pol icy issues & collecting Renewals
Filling forms & taking care of al l customers queries
Resolving pending & arranging medical test of customers

HDFC LIFE INSURANCE COMPANY LTD

Assistant Sales Manager (Jun 2011 - Nov 2013)

Responsible for sales of life Insurance Products.
Taking prior appointments by the clients. Selling products as per needs.
Moving with New sales development Manager and train them to close
their appointments on field.
Filling forms & taking care of all customers queries
Resolving pending & arranging medical test of customers

ANDROMEDA MARKETING PVT LTD

Sr Team Leader, Sr.Relationship Officer & Telesales(Nov 2007-May 2011)

Generating leads from tele callers
Mentor and motivate agents for high performance.
Conducting training for new agents and train them on soft skill and
selling skills.
Taking prior appointments by the customer.
Providing proper product training to other relationship officers.
Moving with other relationship officers and train them to close the
appointments on field

Harshal Suryakant Kamble