

Reshma Babu

Senior Executive
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OBJECTIVE

Ambitious , Personable Representative with 3 years of experience in real-estate in diverse Residential sales and Retail. Eager to continue growing on market trends while providing my ability to win clients, guiding them through inception to close, who will refer future business to opendoor.

EXPERIENCE

- Lodha Group

Senior Executive

15/1/2025 -

- Generated around 30 leads from the existing customer .
 - In this short journey with Lodha, did 8.5 crore of business.
 - Developed strong relationships with Clients to ensure repeated business .
- Kohinoor Group

Senior Executive

16/3/2022 - 31/12/2024

- Top performers of multiple launches and closed 109 deals within a year .
 - Did Competition mapping of multiple projects in Pune west .
 - Responded inbound call from customer to cover their queries.
 - Organize events on society and generate referral leads from happy customers .
 - Promoted apartment listings via social media, whatsapp broadcasts to generate more awareness about the project.
 - Increased Client retention by developing trust from clients for developer .
 - Advised client on market conditions and pricing.
 - Collaborated with the onboarding team so that the agreement process should be done on time.
 - Negotiated with customer and closed the deals on the company price range.

EDUCATION

- ASM Institute Of Business Management and Research, Pune

2022

PGDM (Enterprise Management and Marketing)
- Centurion University Of Technology and Management, Gajapati

2020

Bachelor Of Science
- Vikash Junior College, Bargarh

2016

Higher Secondary
- Little Angels Public School, Barpali

2014

Senior Secondary

SKILLS

Negotiation, Problem Solving , Crm (Salesforce , ERP), Results Oriented , Reporting, Team Building , Relationship Management , Retention , Cross Selling

ACHIEVEMENTS & AWARDS

Awarded as Rise and Shine for consistent Performance.

LANGUAGES

English, Hindi, Odia