

# MOHAMMED SAJJAD ALI

Assistant Manager – Sales

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## ABOUT ME

Results-driven real estate sales professional with over 4 years of experience in the dynamic markets of Bangalore and Pune. Demonstrated expertise in luxury residential and commercial sales, consistently surpassing revenue targets and fostering strong client relationships. Adept at closing high-value transactions, mentoring sales teams, and leveraging market insights to drive strategic growth.

## EDUCATION

Bachelor of Engineering (Mechanical Engineering)  
Maharaja Institute of Technology, Mysore (2019)

## LANGUAGES

English | Hindi | Urdu | Kannada

## CORE COMPETENCIES

- Strategic Sales Planning
- Client Relationship Management
- High value Deal Closure
- HNI Client Management
- Luxury & Commercial Real Estate
- Market Trend Analysis
- Team Leadership & Mentorship

## WORK EXPERIENCE

### VTP REALTY, PUNE

#### Assistant Manager – Sales

OCT 2024 – Present

- Promoted to Assistant Manager for outstanding performance and consistent target achievements.
- Managed closures for Earth1 by VTP Luxe and a portfolio of commercial projects.
- Generated over ₹18 Cr in sales within 6 months, consistently meeting monthly targets.
- Mentored a team of management trainees, enhancing overall team performance.
- Collaborated with CRM and marketing teams to streamline lead conversion processes.

#### Senior Executive – Sales

APR 2023 – SEP 2024

- Delivered over ₹50 Cr in residential sales across Earth1, Monarque, and Volare.
- Converted 50+ site visits with a closure rate of 13%.
- Secured 15 bookings resulting in ₹22 Cr+ business from loyalty and referral clients.
- Generated over ₹14 Cr in commercial sales through strategic client engagement.

### HOMESFY REALTY LTD, BANGALORE – PUNE

#### Assistant Manager – Sales

JAN 2022 – MAR 2023

- Managed cross-city sales with monthly closures averaging ₹1.5 Cr+.
- Oversaw premium residential property sales in Bangalore and Pune.
- Facilitated client onboarding and provided tailored property recommendations.
- Strengthened relationships with sourcing managers and developers.
- Ensured seamless documentation and high client satisfaction.

### REALTY TODAY PVT LTD, BANGALORE

#### Business Development Associate

APR 2021 – DEC 2021

- Generated ₹15 Cr in bookings, primarily in plotted developments by tier-1 builders.
- Conducted property listings on portals and executed social media campaigns to boost lead inflow.
- Closed 25+ transactions during tenure, enhancing company revenue.
- Led the sales process from lead generation to booking, optimizing revenue streams.
- Collaborated with design teams to craft effective lead-generation strategies.
- Maintained comprehensive documentation and revenue collection workflows.

### SQUAREYARDS LTD, BANGALORE

#### Business Development Executive

NOV 2020 – FEB 2021

- Conducted cold calling and pre-qualified clients based on interest and fit.
- Facilitated site visits and guided clients through project presentations.
- Supported end-to-end sales cycle, including follow-ups and closures.