

VINAY MISHRA

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Date of Birth: 31 January 1993



Professional Summary

Experienced and goal-driven Real Estate Sales Professional with 5+ years in the industry, currently working as an Assistant Sales Manager. Skilled in closing high-value deals, leading sales teams, and building strong customer relationships. Known for consistently achieving targets, understanding buyer needs, and creating smooth sales experiences. Passionate about real estate, team growth, and delivering results with honesty and dedication.

Key Skills

- Strong command of real estate sales strategies and deep understanding of buyer behavior & psychology.
- Expertise in sales forecasting, target planning, and driving consistent revenue growth.
- Proficient in using CRM tools for effective lead tracking, follow-ups, and conversion.
- Excellent communication, negotiation, and closing skills with diverse customer profiles.
- Skilled in team leadership, performance coaching, and collaborative selling.
- Hands-on experience with Microsoft Office Suite for reporting, analysis, and presentations.
- Ability to stay calm under pressure and make quick, smart decisions in dynamic situations.
- Strong in client relationship management and building long-term trust with investors and buyers.
- Experienced in conducting market research and analyzing competition for strategic insights.

Professional Experience

Assistant Sales Manager

Kohinoor Group, Pune | May 2024 – Present

- Closed significant deals in flagship projects like Central Park (₹58 Cr).
- Achieved 70%+ target completion every quarter with a 12%+ conversion ratio.
- Conducted market surveys and provided strategic reports for upcoming launches.
- Led initiatives such as roadshows, society campaigns, and corporate activations to boost walk-ins.
- Handled client escalations with professionalism, ensuring satisfaction and repeat business.

Team Leader

MDN Properties Pvt. Ltd., Pune | March 2022 – May 2024

- Worked as Team Leader for residential projects Ramana Stellar and Ganga Asmi at Wakad.
- Successfully led a team of sales executives and achieved excellent sales performance.
- Helped in launching the projects and planned sales strategies for faster inventory movement.
- Achieved and exceeded monthly sales targets consistently.
- Conducted site events, corporate visits, and society activities to generate quality leads.
- Built strong relations with customers and channel partners to drive sales.
- Played a key role in customer follow-ups, site visits, and final closures.

Education

- **Bachelor of Arts (B.A.)**
Dr. Ram Manohar Lohia Avadh University.

Certifications

- **Leadership And Management**
Great Learning Academy, 2025
- **Leadership Skills and Team Management**
Alison

Languages

- **Hindi** – Native speaker
- **English** – Comfortable in speaking and understanding; able to manage all sales interactions effectively
- **Marathi** – Understandable and can speak when required; no impact on sales communication or performance

Hobbies

- Travelling & Adventure Sports
- Cricket & Volleyball
- Networking & Business Podcasts
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Career Objective

Aspiring to lead high-performing sales teams in the real estate industry, driving innovation, integrity-based selling, and customer satisfaction while contributing to the long-term growth of a reputed organization.

Declaration

I hereby declare that the information provided above is true to the best of my knowledge and belief.

- Vinay Mishra
- Date:
[Place: Pune]