

PARESH GUND



SALES MANAGER

Dynamic and results-oriented real estate professional with over 7.5 years of experience in managing diverse teams and driving successful real estate transactions. Proven track record in developing and implementing effective sales strategies, enhancing client relationships, and achieving high levels of customer satisfaction. Strong leader known for fostering collaboration, maintaining team morale, and guiding team members to achieve performance goals.

Experience

Kohinoor Development Corp

Sales Manager

Nov-19 to Till Date

Paranjape Schemes Pvt. Ltd

Management Trainee

July-18 to Oct-19

Ishwar Parmar Group

Sales Executive

Feb-18 to Jun-18

Achievements

Top Performer at KCP with 41 bookings at launch, setting a new benchmark for success

Received "Certificate of excellence for customer first" for having customer first priority and ensuring exceptional services.

Have met targets month on month for various projects

Contact

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Professional Summary

Kohinoor Development Corp

- Managed a team of 5 to 7 People, providing training, mentorship, and support to enhance professional development and achieve sales targets.
- Oversee daily operations of the office, including marketing strategies, client relationship management, and contract negotiations, resulting in a 25% increase in year-over-year sales.
- Managing end-to-end property transactions, from negotiation and contract management to closing. Proven track record of securing successful closings, ensuring compliance, and delivering exceptional client satisfaction in residential sales.
- Develop and implement comprehensive training programs that boost agent productivity and enhance customer service quality.
- Cultivated strong relationships with clients, resulting in high referral rates and repeat business.
- Coordination after sales service and assisting clients with timely future payments, home loan and related queries

Paranjape Schemes Pvt. Ltd

- Engaged in end to end customer handling.
- Customer Relationship Management to build relation with current and potential customers.
- Explained legal procedures like GST, RERA, Stamp Duty charges.
- Maintaining walk-ins data, Sales Data, Collection data as required
- Handling banking relations, possession etc. coordination with site for physical possession.

Ishwar Parmar Group

- Handling walk-in customers at site.
- Handling sales enquiry and converting them into sales.
- Perform all related duties and special projects assigned by Sales and Post-Sales Head.

SKILLS

Team Leadership and Development

Sales Strategy and Negotiation

Market Analysis and Research

Client Relationship Management

CERTIFICATIONS

Module by DALE CARNIGE on Sales and Service excellence.

Nurturing Sales Leadership (09/2023)

Education

MBA (Marketing)

B.com (Cost and Works Accounting)