

# Siddhesh Arote

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## Summary

Accomplished Sales Manager offering high performance leading development and implementation of superior sales strategy. Proven track record of identifying and creating profitable business opportunities, qualifying authentic prospects and cultivating strong partnerships. Demonstrated expertise in team leadership and development.

## Experience

### Manager-Sales, 12/2023 - Till Date

*VTP Realty -Pune*

- Develop and implement sales strategies to achieve business objectives.
- Analyze market trends, competitor activity, and customer needs.
- Manage sales pipeline, forecasting, and reporting.
- Ensure accurate sales data and Salesforce management.
- Build and maintain strong relationships with key customers.
- Build relationships with key stakeholders, including developers, brokers, and industry partners

### Deputy Manager, 09/2019 - 12/2023

*Anarock Property Consultant Pvt Ltd - Pune*

- Mentor & Motivate others team members to reach challenging goals, improving quality and performance.
- Worked collaboratively with team members, demonstrating strong communication and interpersonal skills.
- Empathetically listened to others, encouraging open communication and collaborative problem-solving.
- Proactively took on additional duties and responsibilities, demonstrating initiative and adaptability.
- Provided guidance and advice to clients on the best real estate investments.
- Negotiated with buyers and sellers to reach favorable agreements.
- Developed strategies to maximize profits for organization.
- Developed effective communication strategies for the team and with clients.
- Maintained up-to-date knowledge of zoning regulations, deed restrictions, and other legal requirements related to real estate transactions.
- Provided excellent customer service throughout all stages of a transaction including pre-listing consultation through post-closing follow-up.

## Skills

- Quick Decision-Making Abilities
- Conflict Resolution Expertise
- Sales Strategies
- Operations Management
- Closing and Contract Negotiations
- Sales and Marketing
- Business Development
- Retail Operations
- Business Administration
- Negotiation
- Customer Relations
- Retail Operations Management

## Certifications

- Tally 9 ERP
- MSCIT
- COPA (1 Year Diploma)

**Senior Relationship Manager**, 04/2019 - 09/2019

**Proptiger. Com** - Pune

- Developed and managed a portfolio of existing clients to ensure long-term customer relationships.
- Conducted regular meetings with customers to discuss their needs and provide tailored solutions.
- Collaborated with team members to find right products that fit the customer's requirements.
- Identified new business opportunities through market research and analysis.
- Negotiated purchase agreements and contracts with buyers and sellers.
- Generated leads through networking activities such as cold calls and referrals from past clients.
- Provided guidance to clients throughout the entire buying or selling process.

**Corporate Agency Manager**, 05/2017 - 04/2019

**HDFC Life** - Pune

- Provided guidance and mentorship to team members on insurance related topics.
- Monitored daily performance of the team against established goals.
- Created monthly reports detailing team progress and results.
- Ensured compliance with company policies and procedures as well as applicable state regulations.
- Resolved escalated customer complaints through effective problem solving skills.
- Established KPIs for each member of the team to measure performance against targets set by management.
- Reviewed weekly, monthly, quarterly sales figures to assess overall performance of the team against pre-defined targets.
- Developed and implemented corporate policies and procedures.

**Sourcing and Merchandizing Executive**, 09/2015 - 03/2017

**Trung Retail Pvt Ltd** - Pune

- Located and vetted vendors, established good relationships and negotiated contracts.
- Ensure that having stock from for Top 20 and Top 100 Sourcing and building relationship with back-up suppliers
- Purchase & Order processing, also coordinate with SCM team
- Identify trends and changes for product in the market.
- Update the selling price/ buying price/ Back margin at any time
- Ability to work with other departments for smooth functioning: Operations, BD, Sales, Accounts, Customer Service

**Computer Operator and Programming Assistant**, 10/2013 - 08/2015

**Rinder India Pvt Ltd** - Pune

- Maintain Daily Inventory
- To update Daily Production & Rejection reports
- Manpower/Team Handling

- Monitored system performance, analyzed problems and provided solutions to technical issues.
- Performed data entry tasks, including updating customer information in databases.
- Assisted with research projects by gathering, analyzing, and summarizing data.
- Inputted customer data into computer database accurately and quickly.

**PASAA (Intern)**, 10/2012 - 10/2013

**National Institute Of Virology** - Pune

- Prepared, proofread, and edited correspondence, reports, spreadsheets, presentations, and other documents.
- Managed office supplies inventory by checking stock to determine inventory level; anticipating needed supplies; evaluating new office products; placing and expediting orders for supplies.
- Organized meetings and conferences by preparing agendas and making necessary reservations.
- Provided administrative support to program managers and staff, including scheduling meetings, managing calendars, coordinating travel arrangements and preparing expense reports.
- Provided accurate cash register operations, including accepting payments and providing change.

## **Education and Training**

05/2019

**Bachelor of Commerce**, Marketing Management And Research

**YCM, Pune**, Pune

## **achievements**

- Named "Star achiever & Employee of the Quarter" in JFM 2024.
- Sell Highest Number of Simplex , Duplex & 4 BHK in Earth One.
- Qualified for Amazon Voucher rewards in month of March & October 2024.
- Achieved the highest revenue for the fiscal year 2024
- Zero cancellation in fiscal year 2024.