

HARSHIT SHARMA

CHANNEL & SALES PROFESSIONAL

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SUMMARY

Marketing Professional | Real Estate Sourcing, CRM, Closing at GodrejProperties | Client-Centric Innovator

Currently working with Godrej Properties as a Sourcing Specialist, leveraging strong analytical and client relationship skills to drive real estate operations. Experienced in market research, strategic sourcing, and client satisfaction, with a focus on achieving measurable outcomes.

TECHNICAL SKILLS

CRM Tools	Tableau
Microsoft Office	Canva
Salesforce	

PROFESSIONAL EXPERIENCE

GODREJ PROPERTIES LIMITED

- Proactively sourced and onboarded high-performing channel partners, driving consistent lead flow and accelerating project sales.
- Delivered training and support to internal teams and channel partners, enhancing sales effectiveness and customer handling.
- Prepared and presented sales reports and performance feedback to senior management for informed decision-making.
- Conducted detailed market and competitive analysis to identify trends, customer preferences, and potential business opportunities.

Godrej Properties, Pune, Maharashtra

Summer Internship

- Conducted Comprehensive Site Visits and Project Analysis.
- Assisted in Sales Techniques and Closed High-Value Deals.
- Analyzed customer feedback to enhance the Net Promoter Score. (NPS)
- Successfully managed multiple handovers with zero client complaints.

EDUCATION

INDUS BUSINESS SCHOOL, IIEBM

June 2023 - April 2025

Post Graduation Diploma in Management
Sales & Marketing

JIWAJI UNIVERSITY, GWALIOR, M.P.

July 2019 - April 2022

Bachelor's in Business Administration
Marketing

SHIVPURI PUBLIC SCHOOL, SHIVPURI, M.P.

June 2018 - April 2019

Higher Secondary School

CERTIFICATIONS

- Diploma in Basic Computers (DCA) by MCU, Bhopal.
- Certification in Marketing Essentials by IIM Bangalore.
- Certification in Accounting Essentials by Imperial College.
- Certification in Fundamental of Digital Marketing by UniversitySystem of Maryland.

EXTRA-CURRICULAR ACTIVITIES

- **Dance** - Won at State level dance show, Hunt dance show, MadhyaPradesh.
- **Yoga** - State level winner at Group Yoga display.
- **Event Organising** - Event coordinator at Jiwaji University.
YI (Young Indians) Co-Ordinator, IIEBM, Pune
- Member of Rotaract Club, IIEBM.

PERSONAL DETAILS

Father's Name	Gyaneshwar Sharma
DOB	01/05/2002
Permanent Address	Madhuvan Nagar Colony, Near Maniyar Toll Tax, Shivpuri, MP
Current Address	F201, Vedant Apartment, Bhagwan Nagar, Wakad, Pune