



# HARSHWARDHAN WATE

## Senior Manager Sales

### My Contact

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9970589787

Pune, India

### Skills

- Leadership
- Communication Skills
- Ability to Work in a Team
- Experienced in engaging in high level conversations with decision makers at high growth tech startups and globally recognised companies
- Business Development
- Analytical Skills
- Microsoft Office
- Microsoft Excel

### Education Background

#### Master of Business Administration (Marketing)

SKN Sinhagad School of Business Management, Pune  
June 2013 – July 2015

#### Bachelor of Commerce (Computer Application)

J.H. College, Betul, M.P., Betul June 2010 – June 2012

#### HSC, S.V.M., Betul, M.P., Betul

2009

#### SSC, S.V.M., Betul, M.P., Betul

2007

#### Internships

Intern at IMRB International, Pune  
April 2014 – May 2014

### About Me

Throughout my career, I have maintained the highest performance standards within a diverse range of Sales functions, which is clearly illustrated by my past successes. I have 10 years of experience in Real Estate Sales, Marketing and Business Development. I am presently associated with PHARANDE SPACES (VAARIVANA), PUNE as a SENIOR MANAGER SALES. My goal is to transit my enthusiasm, creativity and experience into a position, where I continue to provide the strategic and tactical leadership critical to retaining valued customers of an organization.

### Professional Experience

#### Senior Sales Manager at Pharande Spaces, Pune

October 2020 – Present • Actively follow through on potential customers based on their specific requirements. Possess in-depth product knowledge and micro information at project level and communicates the same effectively to prospects. • Identified and maximized sales opportunities, and increased customer retention rates. • Worked to ensure a neat and attractive sales environment, and assisted in the setup of visual displays.

#### Senior Associate at Anarock, Pune

January 2019 – October 2020 Present purchase offers to sellers for consideration Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other • Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting. Assisting clients with inventory Selection. Interview clients to determine what kinds of properties they are seeking. Gather customer or product information to determine customer needs. Coordinate appointments to show homes to prospective buyers. • Coordination with all Channel Partners in West & East Pune • Proper product presentation, objection handling, negotiations & Sale.

#### Senior Sales Manager at Elite Landbase, Pune

July 2018 – January 2019

#### Sales Manager at 360 Realtors, Pune

March 2017 – June 2018

#### Senior Sales Executive at Discounted Flats, Pune

December 2014 – March 2017