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# Siddhesh Dilip Sakpal

Sourcing Manager

7666557138

[sakpal.siddhesh78@gmail.com](mailto:sakpal.siddhesh78@gmail.com)

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## Objective

“Goal-oriented real estate professional with a passion for client satisfaction and a proven ability to navigate the property market. Seeking a position to apply my expertise in Sales, Marketing and Business Development across different sectors and contribute in the growth of an organization”

## EXPERIENCE

### Justo Realfintech Ltd, Pune — *Manager Sales*

March 2024 – PRESENT

#### Roles and Responsibilities -

- Actively involved in a commercial real estate project, focusing on outright sales.
- Identified and onboarded channel Partners to promote project inventory and established strong working relationships to drive business
- Monitored and analyzed walk-ins and deal closures generated via the CP network to ensure consistent sales momentum.
- Provided marketing support to CP'S assisting them with digital campaigns aimed at generating high quality leads through targeted marketing strategies

#### Core Skills

- Mandate Sales
- Client Acquisition
- Negotiation
- Market Insight
- Marketing Proficiency
- Relationship Building.
- CRM Management
- Developer Collaboration

### Xanadu Realty, Pune — *Assistant Manager*

Jan 2023 – Feb 2024

#### Roles and Responsibilities -

- Build strong relationships with real estate partners.
- Work with partners to find new property opportunities.
- Teach partners about our offerings and help them work better with us.
- Keep track of partner performance and give them feedback.
- Collaborate with partners to close property deals smoothly.
- Get insights from partners about market trends and competitors.
- Join planning sessions to make sure partners align with our goals.
- Negotiate contracts with partners, defining roles and pay.
- Communicate openly with partners, answering questions and sharing info.
- Create regular reports on partner performance for management.

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## Key achievements

- Successfully negotiated and closed high-value real estate transactions, contributing to a significant increase in company revenue. Successfully launched a Residential tower in the sourcing vertical, securing 15+ **deals**.
- Achieved and exceeded sales targets consistently, showcasing a strong ability to meet and surpass performance expectations.
- Spearheaded the launch of Bungalow Plots in the Sourcing vertical, resulting in 5+ **deals**.
- Handled transactions within the ticket size range of **60 lakh to 2 crores**.

## Xanadu Realty, Pune — *Management Trainee*

January 2023 - July 2023

- Assisted in property transactions, cultivated client relationships, and contributed to strategic initiatives as a management trainee. Accumulated fundamental expertise in real estate operations, emphasizing sourcing, closing sales, CRM, and collaborating with developers.

## Insplore Consultants Pvt. Ltd. Pune — *Sales and Marketing Intern*

May 2022 - July 2022

- Used to call and meet clients to conduct survey and convince them to purchase the product.
- Used to pitch clients in brief about BOB IndiaFirst Life Mahajeevan policy. And also give a brief information about the product offering and benefits arising out of endowment policy.
- Documentation of interested clients and send their details to our manager for processing.
- Maintained the details in Excel Formats and submitted the same to the company.

## EDUCATION

### PGDM. - Marketing

2021 - 2023 Indira Institute Of Management Pune

### B.SC. - Hospitality

2016 - 2019 D.Y Patil School of Hospitality & Tourism. Navi Mumbai

## Extra-Curricular Activities

Participated in different district level chess tournaments

Participated in various cricket tournaments across different competitions.

## PERSONAL DETAILS

DOB:	08 Sep 1998
Sex :	Male
Marital Status:	Single
Language:	English, Hindi, Marathi
Address:	A303 Shiv Srushti Apartment, Pimple Nilakh