



Nalini Thorat

Assistant Sales Manager

Results-oriented real estate sales professional with extensive knowledge and experience in high-end luxury real estate including single family, estates, villas and land for traditional buyers, investors and lease. Established reputation for excellence in customer service, strategic planning, and interpersonal skills to maintain rapport with clients and close sales

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WORK EXPERIENCE

Assistant Sales Manager

Pristine Properties

12/2024 - Present

Achievements/Tasks

- Engaged with customers for sales closure and final negotiations across residential and commercial projects. Achieved monthly sales targets. Maintained and expanded client base through consistent follow-ups on new and existing leads.

Assistant Sales Manager

ANP Corp

08/2021 - 03/2024

PUNE

Achievements/Tasks

- Interaction with Customers for sales closure and final negotiation for residential and commercial projects.
- Target achievement in every month, also handling possession process.
- Play a key role during various stages of customer engagement till delivery and provide support for query resolution.

Sales Executive

Kohinoor Development Corporation, Pune

12/2019 - 08/2021

PUNE

Achievements/Tasks

- Ensure the pre-set sales targets are achieved.
- Highest sales numbers in launch projects. (Kohinoor sapphire2)
- Client Assessment till agreement completion.
- Maintain accurate records for designated project and share regular updates with the higher authority.

CRM

Concorde TATA Motors.

03/2019 - 12/2019

PUNE

Achievements/Tasks

- Resolve customer queries and problems.
- Responsible for test drives, timely delivery, etc.
- Looking after showroom management, compelled with workshop/service of the branch to keep a track record of after sales also.

EDUCATION

BE- Civil Engineering

DPCOE-Pune

2016 - 2018

SKILLS

ERP (real estate)

MS-Excel

Ability to convince

Negotiation & Closing Deals

Customer Needs Analysis

Networking & Client Retention

Adaptability

PROJECTS

YOO Pristine

Kohinoor Sapphire-1

Kohinoor Sapphire-2

Kohinoor Grandeur

Kohinoor Shangrila

ANP Memento

ANP Retreat

ANP Royal Hostel (Commercial)

ANP Landmark (Commercial)

ANP Commerce Centre (Commercial)

ANP Autograph

ACHIEVEMENTS

Top Performer (Kohinoor Sapphire-2)

Top Performer (ANP Memento)

LANGUAGES

Marathi

Full Professional Proficiency

Hindi

Full Professional Proficiency

English

Full Professional Proficiency

INTERESTS

Painting

Learning new skills

Travelling