

HARSHAL MAHAJAN

ASSISTANT MANAGER - SALES

CONTACT

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EDUCATION

2014-2018

DR. D. Y. PATIL INSTITUTE OF
ENGINEERING & TECHNOLOGY,
PUNE

- Bachelor of Engineering | Civil

SKILLS

- Achieving sales targets
- Strategic sales planning
- Leadership skills
- Delegation and negotiation skills
- Clear and effective communication skills
- Client acquisition strategy
- Channel partner relationship management

LANGUAGES

- English
- Hindi
- Marathi

SUMMARY

Dynamic and results-driven sales professional with over 5 years of experience in the real estate sector. Currently excelling as Assistant Manager - Sales at VTP Realty, driving high-value closures and delivering consistent revenue growth. Honored with the Rising Star of the Year 2024 award for exemplary performance. Proven ability in leading strategic project launches, negotiating high-stake deals, and building lasting client relationships.

WORK EXPERIENCE

Assistant Manager - Sales | VTP Realty (Earth-1, VTP Luxe)

OCTOBER 2024 - PRESENT

- Promoted for delivering exceptional results at Earth-1 by VTP Luxe.
- Closed 65 deals worth ₹69 Crores with an impressive 15% conversion rate.
- Manage the site independently in the absence of Team Leader and Cluster Head.
- Lead high-value deal closures and handle end-to-end client engagement.
- Played an instrumental role in successful launches of VTP Monarque, Volare, and Vibrance.
- Received the Rising Star of the Year 2024 award for top sales performance.

Senior Executive - Sales | VTP Realty

October 2023 - September 2024

- Joined VTP Realty and quickly established a strong track record in luxury real estate.
- Led sales efforts for premium residential projects and contributed to project success through strategic initiatives.
- Demonstrated consistent performance, leading to a fast-track promotion.

Sales Manager | Lapis Realty

October 2022 - September 2023

- Managed a high-performing sales team and coached executives to surpass targets.
- Developed and implemented effective sales strategies.
- Maintained strong relationships with brokers and channel partners.

Assistant Manager - Sales | Lapis Realty

November 2021 - September 2022

- Managed a high-performing sales team and coached executives to surpass targets.
- Developed and implemented effective sales strategies.
- Maintained strong relationships with brokers and channel partners.

January 2020 – October 2021

- Advised clients on property transactions and legal formalities.
- Delivered excellent customer service and closed multiple property deals.
- Built foundational expertise in sales and real estate marketing.

HIGHLIGHTS & KEY ACHIEVEMENTS

- ₹69 Crores business in 65 deal closures with 15% conversion rate
- Rising Star of the Year – 2024 at VTP Realty
- Top performer in Earth-1 by VTP Luxe
- Contributed to launches of VTP Monarque, Volare, and Vibrance.
- Sold complete Menlo Feel-Bliss tower in Bavdhan
- Highest token collections during Kalaapi Geetvan launch

PERSONAL DETAILS

- Date of Birth: 27 December 1996
- Nationality: Indian
- Marital Status: Single
- Hobbies: Travelling, Reading Books, Music, Cricket.