



📍 Pune, India 411038

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## SUMMARY

A challenging position in which experience, acquired knowledge, and commitment to excellence will have valuable application. Also utilize skills, Abilities, Experience, learning capacity to contribute to the business needs & forward-thinking organization. Motivated Sales Manager with strong leadership and strategic planning skills. Proven track record in driving sales growth, building high-performing teams, and developing successful sales strategies. Exceptional communication and negotiation abilities, fostering long-lasting client relationships and partnerships. Focused on delivering results and exceeding targets to contribute positively to company success. Sales professional with strong focus on building and maintaining client relationships, driving revenue growth, and managing sales teams. Adept at conducting market research, developing sales strategies, and implementing effective sales processes. Strong communicator with knack for negotiating and closing deals, ensuring customer satisfaction and repeat business.

## SKILLS

# Manojkumar Dhaygude

## EXPERIENCE

July 2024 - Current

### SALES MANAGER- SELLABILITY SALES & MARKETING

SOLUTIONS LLP | Pune

PROJECT- OSIAN ALMANOVA (KANCHAN DEVELOPERS)

PROJECT INFO- 4 acrs/400 Apts/3 4 & 5 BHK & Pent Houses

BUDGET- 1.45CR To 4CR

September 2022 - June 2024

### SENIOR SALES MANAGER- JUSTO REALFINTECT PVT LTD | Pune

- **PROJECT-** KEY STONE (RUCHA GROUP), Dhayari, Pune. Project Info: 7.5 acres, 50 plots. Budget: 1.75CR to 2.25CR

- **PROJECT-** BELLA CASA (KAKKAD GROUP), Ambegaon, Pune. Project Info: 2 acres, 315 flats, 1- and 2-BHK. Budget: 46 lakh to 76 lakh.

- **PROJECT-** LA-MODA (MANAV GROUP), Balewadi, Pune. Project Info: 1 acre project, 96 flats, 2 & 3 BHK. Budget: 1CR to 1.36CR

July 2019 - August 2022

### SALES CONSULTANT- JM FINANCIAL PRODUCTS LTD. (DWELLO) | Pune

- **PROJECT-** GULAB SHRUSTI (BUTTE PATIL PROPERTIES) at Kothrud, Pune Project Info: 15000 sq.fit land Parcel/42 Flats/1&2 BHK /Budget 62 Lakh to 1.05CR

- **PROJECT-** OSIAN ONE & ONLY (KANCHAN GROUP) at Mundhwa, Pune Project Info: 3 Acre Luxury Project/240 flats/2&3 BHK / Budget 1CR to 1.50CR

May 2015 - June 2019

### BUSINESS DEVELOPMENT OFFICER MUTHOOT FINANCE LTD

- **PRODUCTS-** Gold Loan/ Personal Loan/ Cross Saleing Multiple Products of Muthoot Finance

## LANGUAGES

English:

Hindi:

Marathi:

## EDUCATION

01/2014

### Post Graduate | MBA MARKETING

Pune University

GPA: II class

01/2012

- Team handling
- Presales
- After sales
- Client engagement
- Good listening
- Social media engagement
- Coordination with Brokers/Channel Partners
- Participation in property exhibitions
- Referral business
- Negotiation skills
- Daily follow-up
- MIS reporting
- Project survey
- Business analysis
- Competitor analysis
- Group discussions
- Communication with senior management
- Interdepartmental coordination
- Customer satisfaction

**Graduate | BBA**  
Dr. Babasaheb Ambedkar University  
GPA: I Class

01/2009  
**Passed | HSC**  
Maharashtra State Board  
GPA: I class

01/2007  
**Passed | SSC**  
Maharashtra State Board  
GPA: I class

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## PERSONAL INFORMATION

- Father's Name: Mukundraj D Dhaygude
- Date of birth: 08/12/1989
- Gender: Male
- Nationality: Indian
- Marital status: Married

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## DISCLAIMER

I hereby declared all the information is correct and true as per the best of my knowledge.