

# Rushikesh Uday Sawant

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## PROFILE

Goal-oriented real estate professional with a passion for contributing to organizational success through market expertise, strong client relationships, and teamwork. Focused on continuous improvement and achieving successful transactions.

## SKILLS

- Team Collaboration and Leadership
- Customer Interaction
- Communication Skills
- Sales and Negotiation Strategies
- Client Relationship Management
- Real Estate Sourcing
- Database Management

## PROFESSIONAL EXPERIENCE

### Lodha Group : Sales Executive

1) Established and managed partnerships with Channel Partners (CPs) through the Srijan Program, serving as the primary liaison to facilitate business expansion across Lodha.

2) Provided end-to-end support by addressing queries, resolving conflicts, and ensuring seamless communication between stakeholders.

3) Onboarded 15+ CPs within a quarter, leading to a 25% increase in regional sales.

4) Resolved 95% of partner queries within 24 hours, enhancing partner satisfaction and retention.

02/2025 – present  
Baner, Pune, India

### Justo Realfintech Private Limited : Assistant Manager ( Sourcing )

1) Identified and onboarded channel partners, building and maintaining strong relationships to ensure consistent collaboration and trust.

2) Motivated channel partners to maximize client referrals for real estate projects, achieving a high conversion ratio through effective engagement and support.

3) Acted as the primary point of contact for channel partners, addressing their concerns and providing necessary resources to enhance their performance.

4) Organized and participated in events, presentations, and meetings to strengthen relationships with channel partners and drive project awareness.

07/2024 – 02/2025  
Pune, India

### Wisteria Real Vision Pvt Ltd : Relationship Manager

1) Welcomed and attended to potential clients, ensuring a friendly and professional experience while understanding their specific needs and preferences.

2) Provided detailed explanations of available real estate mandate projects, highlighting key features, benefits, and value propositions to align with client requirements.

3) Successfully negotiated property deals, ensuring mutually beneficial terms for clients and the company while meeting sales targets.

4) Built and maintained long-term relationships with clients, offering post-sales support and regular follow-ups to enhance client satisfaction and loyalty.

01/2023 – 04/2023  
Pune, India

### Decathlon Sports India : Omni Sports Leader

1) Delivered exceptional customer service by understanding customer needs, providing product recommendations, and ensuring a seamless shopping experience across online and offline channels.

2) Ensured proper stock management and visual merchandising to enhance store appeal and boost customer engagement.

3) Worked closely with teammates to maintain smooth operations, achieve department goals, and enhance overall productivity.

08/2021 – 03/2022  
Pune, India

## EDUCATION

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**MBA in Marketing - 51%**

*Dr. D Y Patil ( Global Business School And Research Center)*

2021 – 2023

Pune, India

**BBA - 71%**

*RajaramBapu Institute ofTechnology*

2018 – 2021

Sangli, India

**HSC - 51%**

*Smt. Kasturabai Walchand College Of Arts, Science and Commerce*

2016 – 2018

Sangli, India

**SSC - CGPA 7.5%**

*Appasaheb Birnale Public School*

2015 – 2016

Sangli, India

## AWARDS

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1) Silver and Bronze Medalist –WAKO India Open International Kickboxing Tournament

2) Awarded the DID Star Award for outstanding performance and excellence in kickboxing, showcasing exceptional skill and dedication to the sport.

## INTERESTS

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Sports | Travelling | Gym Enthusiast

## DECLARATION

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I hereby declare that the information given above is true to the best of my knowledge and belief

**Rushikesh Uday Sawant**