

# AKASH CHAVAN

## ASSISTANT SOURCING MANAGER

### MOBILE

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### EMAIL

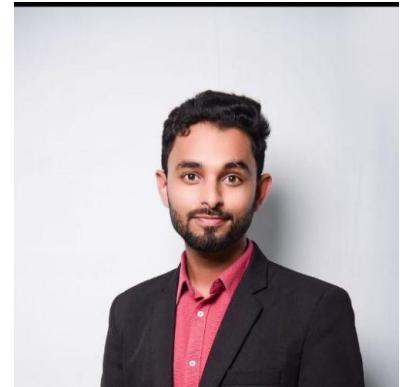
akashchavan.riim@gmail.com

### LOCATION

Pune, INDIA

### EXPERIENCE

3 Years 7 Months



## PROFILE SUMMARY

Experienced Real estate Advisor with a demonstrated history of working in the real estate and financial services industry. Skilled in Real estate sales, Administration, Analysis, and Communication. Strong sales and marketing professional with a Master of Business Administration - MBA focused in Business, Management, Marketing, and Related Support Services from Ramachandran International Institute Of Management (RIIM Pune).

## KEY SKILLS

- Real Estate
- Sales
- Salesforce
- Business Development
- Channel Sales
- Residential
- Commercial Strategy
- Retail Channel Sales
- Leasing
- Leasing Professional

## CERTIFICATION

## WORK EXPERIENCE

### Assistant Sourcing Manager

SOLITAIRE GROUP

Jan 2024 - Jul 2025

- Successfully built and nurtured relationships to close new business opportunities.
- Demonstrated commercial and visual acumen to drive sales, manage profit and loss, and significantly increase organizational profitability.
- Collaborated as a team player with effective communication, exceptional analytical, negotiation, and relationship management skills.
- Proactively built and maintained healthy business relations with major clients, including government, institutional, and corporate accounts, retail customers, HNI, and NRI customers.
- Liaised with site managers and real estate channel partners to provide product details, facilitate site visits, and successfully close sales from the corporate office.

### Senior Associate

ANAROCK Property Consultants

Nov 2022 - Dec 2023

- Proactively identify and approach potential Channel Partners (CPs) such as real estate agencies, brokers, and consultants, to expand the organization's network for property sourcing.

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## LANGUAGES

Marathi

Hindi

English

## EXTRA-CURRICULAR ACTIVITY

- State level athlete

- Foster and sustain strong relationships with existing CPs to ensure consistent collaboration and enhance loyalty.

- Conduct regular communication with current CPs to obtain valuable feedback, address concerns, and fortify partnerships.

- Devise and implement effective sourcing strategies to secure high-quality properties leveraging CP networks.

- Monitor and assess the performance of CPs in property sourcing and target achievement to drive continuous improvement.

- Employ targeted outreach and participation in networking events to identify and engage potential CPs for collaboration.

- Enhance foot traffic and site visits resulting from CPs' efforts to maximize property exposure and lead generation.

### Sales Manager

Clearspace Proptech pvt. Ltd.

Nov 2021 - Aug 2022

- Initiated and executed a new sales strategy, leading to a 30% surge in sales revenue within 6 months.

- Supervised a top-performing sales team, surpassing quarterly sales targets by 150% through impactful coaching and motivation.

- Introduced a CRM system, yielding a 20% boost in productivity and enhancing sales tracking capabilities.

### Sales Coordinator

Corazon Homes

Jun 2021 - Nov 2021

### Senior Channel Sales Manager

Krisala Developers

Jul 2025 - Present

- Increased channel sales revenue by 35% within 6 months through the implementation of targeted marketing strategies and forging strong partner relationships.

- Strategically expanded the distribution network, resulting in a 40% increase in sales volume and market penetration.
- Successfully negotiated and closed key partnership agreements, resulting in a 50% boost in channel sales within the first year.

## INTERNSHIP

### **Corazon Homes**

Puraniks Abitante fiore

4 Months

- Developed and implemented a social media marketing strategy, increasing the project's online visibility by 40% within 3 months.
- Conducted market research and analysis, contributing to the development of a strategic business plan for the project.
- Assisted in organizing and executing on-site events, leading to a 20% increase in customer footfall.

## EDUCATION

### **MBA/PGDM - Marketing**

2025

Pune University

Grade - 89%

### **B.Sc - Agriculture**

2020

Marathwada Agricultural University, Parbhani

Grade - 65%

### **12th**

2014

Maharashtra, English

Marks - 57.69%