

DINESH SULLERE

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An astute, Passionate and result oriented sales professional with over 9+ year of extensive experience in Real Estate Sales and Channel Sales, Strategic Planning, and New Business Development. Leading, training & monitoring performance of team members to ensure efficiency & profitability in sales operations.

Experience

JUNE 2023 – JULY 2024

CHANNEL SALES HEAD | AUSTIN REALTY | PUNE

Roles & Responsibilities –

- Managing extensive client & channel partner relation exercises, lesioning deals between the organization and client, while cultivating network to ensure consistent business leads and repeat business.
- Setting SOP, KRA, Annual CP Sales Budget.
- Strategize & Execute Group level CP Sales Plan.
- CP Relationship Management, CP Sales Strategies – Launch & Sustenance.
- CP Market Penetration – Universe Size, Micro Market CP Management.
- Handling & Monitoring Channel Sales Team.
- Regular analysis of sales trends & coming up with sales techniques that target the right market with the tools.
- Implement a Mechanism for evaluation categorization of channel partner.
- Delivering targeted cash-flow via channel sales.
- Drive the Channel partner assigned to achieve the sales target.

FEBRUARY 2018 – FEBRUARY 2023

MANAGER | KOHINOOR DEVELOPMENT CORPORATION – PUNE

Roles & Responsibilities –

- Handled the entire Sale and Channel Team across West Pune.
- Responsible multiple Projects Sales Management across West Pune Region.
- Maintained Daily MIS Reports for all 5 Projects.
- Manage day to day walk-in and booking flow of all 5 Projects.
- Co-ordinate with AOPs and MOUs Partners.
- Responsible for Resolving CPs Clashes
- Responsible for Channel Partners Pay-out Plan as well as Payments.
- Built new business partnerships to drive customer acquisition and generate revenue.
- Analyzed current strategies for strengths and weaknesses and adjusted approaches to maintain sales trajectory.
- Validated business needs, informing procurement planning and sourcing decisions.

SEPTEMBER 2016 – JANUARY 2018

RELATIONSHIP MANAGER | PROPFINDER INDIA PVT. LTD – PUNE

Roles & Responsibilities –

- Handled the entire Sale and Channel Team across West Pune.
- Built strong and positive relationships with customers by staying polite and helpful throughout interactions.
- Addressed and resolved customer complaints in efficient, effective and timely manner.
- Maximized sales opportunities by determining and standardizing best practices.
- Identified opportunities for growth, expansion and sales by conducting market research.

NOVEMBER 2015 – AUGUST 2016

SR. SALES EXECUTIVE | DMK INFRASTRUCTURE PVT. LTD. – PUNE

Roles & Responsibilities –

- Expanded new business by implementing effective networking and sales strategies.
- Grew brand awareness by increasing market penetration.
- Executed complete sales cycle process, from prospecting through to contract negotiations and closing.
- Secured new clients through targeted prospecting and networking.

JULY 2014 – NOVEMBER 2015

SALES EXECUTIVE | PROPGOLD INDIA REALTORS – PUNE

Roles & Responsibilities –

- Liaised with potential customers to determine needs and provide recommendations.
- Make Accurate, Rapid Cost Calculations and providing customers with quotations, Negotiating the term of anagreement and closing sales.
- Report the daily /weekly/monthly metrics to Sales Head.
- Planned and coordinated product sales to exceed revenue projections and growth targets

ACHIEVEMENTS

- Play a crucial role in 3 Kohinoor's Most Successful Launches KOHINOOR SAPPHIRE, KOHINOOR SAPPHIRE II, KOHINOOR SAPPHIRE III.
- Achieved 90% Sales through Channel Partner's at all 3 Launches.

Education

JUNE 2011 – MAY 2013

MASTER'S OF BUSINESS ADMINISTRATION – SALES & MARKETING | MITCON INSTITUTE – PUNE

DATE:

PLACE: PUNE

(DINESH SULLERE)