



NITIN MUNDE

Sales Professional

About Me

Sales and Marketing professional with 3 years of experience in Real Estate and Home Loans. Driven to grow within the real estate industry, I aim to become a top-performing closer while also contributing to market research, product strategy, and process optimization to streamline transactions and elevate customer engagement.

With a solid foundation in strategic thinking, relationship management, and team collaboration, I continuously strive to refine my skills and expand my knowledge. Passionate about adopting innovative techniques, technologies, and communication strategies, I am committed to evolving with the industry and achieving excellence in every facet of my work.

Contact

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Pune, MH

Skills

- Sales
- Strong & confident communication
- Problem-Solving
- MS-Excel
- Networking
- Quick learner

Leisure activities

- Eco - explorer
- Bike Touring
- Wildlife/Nature photography

Professional Experience

• (DEC 2023 - PRESENT)

SALES EXECUTIVE

ROHAN BUILDERS AND DEVELOPERS PVT LTD

- Handling direct sales i.e. introducing building completed projects and ongoing projects.
- Providing customers with details of property that fit their requirements in terms of price, location, area or size.
- Updating data with information of customers and their feedback regarding through multiple channel of follow ups.
- Co-ordinating with different department i.e. sales, admin, crm, legal involved in agreement process to the customer.
- Co-ordinating with all channel partners
- Negotiation with customers.

• (JULY 2023 - DECEMBER 2023)

RELATIONSHIP MANAGER

PROPTIGER (REA INDIA)

- Advised customers on suitable banking options based on their specific requirements.
- Followed up with clients acquired by sales executives to expedite bank sanction processes and finalize agreement documentation.
- Actively sourced market leads to generate new business opportunities for the company

• (JUNE 2022 - JULY 2023)

RELATIONSHIP MANAGER

MAHINDRA HOME FINANCE

- Establish and maintain liaison with area-specific builders to achieve targets related to Project APF (Approved Project Finance) and company product sales.
- Coordinate with internal departments to ensure timely processing of file sanctions, and obtain necessary legal and credit approvals for final disbursements.
- Proactively worked Mahindra Prime Team towards customer satisfaction and MMSL Employees by handling individual cases, assessing financial stability, and tailoring products to meet customer needs as per their income.

Education

(2020-2022)

DNYANSAGAR INSTITUTE OF MANAGEMENT AND RESEARCH, BALEWADI, PUNE.

Masters in Sales and Marketing

First class with Distinction