

# BRIAN RAJAN

## CONTACT

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## SKILLS

- Sales Projections & Presentation
- Property management
- Direct Sales
- Competitor analysis & Market Research
- Brand Development
- Relationship building and management
- Sales strategy development
- B2B/B2C Sales
- Closing strategies
- Complex negotiation
- Adaptability

## CERTIFICATIONS

1. Inbound sales & marketing by Hubspot.
2. Digital Marketing by My Captain.

## LANGUAGES

English

■■■■■  
Bilingual or Proficient (C2)

Hindi

■■■■■  
Advanced (C1)

Marathi

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Advanced (C1)

## PROFESSIONAL SUMMARY

Results-oriented Sales Professional with 5+ years experience in Real Estate. Proven track record of consistently surpassing monthly sales targets. Cultivates new relationships and maintains strong customer connections to drive business growth. Possesses extensive knowledge of effective sales strategies and demonstrates exceptional presentation skills. Thrives in high-pressure situations and excels at analytical thinking. Exhibits strong commitment to team targets and showcases leadership abilities.

## WORK HISTORY

**Assistant Sales Manager, 04/2023 to 05/2025**  
**Rohan Builders Pvt.Ltd - Pune, India**

- Self closures with an average ticket size of INR 3cr.
- Boosted sales performance by implementing comprehensive market analysis and targeting specific demographics.
- Luxury Sales
- Maintained connections with clients to encourage repeat business and referrals.
- Consistently ranked among top-performing people due to exceptional negotiation skills and dedication to customer service excellence.
- Enhanced client satisfaction through personalized consultations and tailored property recommendations.
- Communicated with clients to understand property needs and preferences.
- Collaborated with Channel Partners/Brokers to ensure seamless transactions & closures.

**Sr Sales Executive, 06/2022 to 03/2023**  
**Kasturi Housing - Pune, India**

- Kasturi Housing is a Luxury Real Estate Developer..
- Primarily focuses on 3/4 bed Apartments & penthouses.
- Handled High Net worth Individuals along with NRI clients.
- Extensive Market Research with respect to Competitors & their products.
- Strong Product knowledge in design & architecture.
- Built strong relationships with fellow real estate professionals, fostering collaboration on shared listings and joint ventures.
- Self Closures with an average ticket size of INR 4Cr.
- Luxury Sales
- Enhanced client satisfaction through personalized consultations and tailored property recommendations.
- Provided ongoing support to clients after closing, ensuring a positive overall experience from sales till possession.
- Exceeded sales targets by employing effective prospecting techniques and leveraging an extensive database of contacts.
- Communicated with clients to understand property needs and preferences.

## PERSONAL DETAILS

**Date of Birth:** 26/09/1996

**Nationality:** Indian

**Marital Status:** Single

**Passport:** Z4654711

**Other:** Passport Validity:- 04/03/2028

**Sr. Sales Executive, 01/2022 to 06/2022**

**Vilas Javdekar Developers - Pune, India**

- Vilas Javdekar is a Prominent Developer in Pune, India. With Ticket size starting from INR 1cr to INR 10 cr.
- Developer Primarily works with product launches..
- Developed Sales Strategies based upon extensive research and prospects targeted.
- Focus on collectively selling around 80% Inventory in a launch.
- Averaged more than INR 10cr sales in a quarter.
- Communicated with clients to understand property needs and preferences.
- Advised clients on pricing strategies, resulting in quicker property sales at optimal prices.
- Enhanced client satisfaction through personalized consultations and tailored property recommendations.

**Sales & Marketing Manager, 12/2020 to 01/2022**

**Justo Realfintech Pvt. Ltd - Pune, India**

- Justo Realfintech acts a Strategic Partner for Developers
- Achieved averaged quaterly sales around INR 15 Cr.
- B2B ,B2C sales & Business Development, Lead Generation.
- Developed Sales Strategies based upon extensive research and prospects targeted.
- Identified target audiences and devised Strategies to match target demographics and optimize results.
- Communicated with clients to understand property needs and preferences.
- Sold high volume of properties in short timeframes to exceed quotas and maximize business revenue.

**Management Trainee, 06/2020 to 12/2020**

**Peninsula Land Ltd - Pune, India**

- Direct Sales, Competition Analysis, Market Research.
- Identification of new Channel Sales.
- Customer relationship Management.

**Sales & Marketing Intern, 03/2020 to 06/2020**

**Mahindra Fruits Pvt. Ltd - Pune, India**

- Market Research, Operations and Quality Benchmarking
- Channel Development, Quality MIS, Export & Domestic Sales
- Lead Generation & Channel Sales, Sales Route development

## EDUCATION

**Master of Business Administration : IB & Marketing, 2021**

**Sri Balaji University - Pune, India**

**BBA : International Business, 2019**

**ASM CSIT - Pune, India**

## ACCOMPLISHMENTS

- Football (Pune district level U14, U17, U19, Reliance foundation National level)
- Athletics (sprint 200m, relay 200m) Gold Medal