



ONKAR GADRE

Deputy Sales Manager

CONTACT

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- 📍 Western India Housing Society, Flat no-5, Lakshi Road, Pune

EDUCATION

2018 - 2020

Savitribai Phule Pune University

- MBA (MARKETING)
- Percentage - 65.27%

2014 - 2018

Mahatma Phule Krishi Vidyapeeth board, Rahuri

- BBA-AGRI
- Percentage -66.70%

SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Marketing Strategies

LANGUAGES

- English
- Hindi
- Marathi

Career Objective

To work in highly professional environment that requires innovation and dedication leading to achievement of organizational goals and objectives that offers opportunities for career development and advancement. With Knowledge in market requirements, especially in real estate, I am ready to handle requirements of the present and upcoming market needs.

Work Experience

Shriram Properties Ltd

2024 - Present

Deputy Manager

- To perform and achieve of new Launches, have experience of Launch at Undri - The Spectrum.
- To conduct surveys of the property market to obtain information on current trends.
- To maintain strong clients relationships by providing exceptional services.
- Achieving the targeted sales conversion percentage.
- To create marketing material for properties highlighting benefits.

Kohinoor Group Pune

2021 - 2024

Assistant Sales Manager

- Responsible for generating business with new or existing customers.
- Building and maintaining networks with customers and channel partners respective sales vertical.
- Sound technical knowledge in terms of the product and pricing bands, possess knowledge on area calculation and other technicalities related to building construction.
- Attending daily walk-ins on site and deliver an excellent customer service experience.
- Achieving the targeted sales conversion percentage.
- Developing a robust customer follow-up system to ensure to close sales.
- End to end completion of booking process with no tendencies with collection of initial booking amount.
- Increasing business opportunities through various market strategies.

Property Pistol Reality

2020 - 2021

Assistant Sales Manager

- Working as a closing manager on launch projects from site.
- Coordinating with the sourcing team members for the visits and pipeline for project.
- Aggressive follow up and negotiation for the closure of the deal.

Achievements

- Highest accomplishment was achieving a 11% conversion ratio walk -In to booking during the Kohinoor Westview Launch.
- Awarded star performance employee of month November 2020 for increasing sales.