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ADITYA SAWARKAR

DEPUTY MANAGER- CHANNEL SALES

PERSONAL PROFILE

Experienced sales professional with over 6 years of proven success in channel sales within the real estate industry. Adept at driving high-value B2B sales, building strong channel partner networks, and consistently exceeding revenue targets. Known for strategic thinking, strong interpersonal skills, and the ability to lead cross-functional teams. Passionate about delivering results through collaboration, relationship management, and data-driven decision-making.

WORK EXPERIENCE

DEPUTY MANAGER- CHANNEL SALES

Pride Builders LLP.

February 2024 - Present

- Served as Key Account Manager and single point of contact (SPOC) for 500+ channel partners across Pune.
- Finalized Annual Operating Plans (AOPs) with 22 key partners, each targeting ₹50 Crores in annual sales.
- Managed a portfolio of 356 active partners, resulting in 156 successful bookings and ₹750 Crores in annual revenue.
- Led a team of sales representatives, delivered partner training sessions, and consistently surpassed sales targets.

ASSOCIATE MANAGER- CHANNEL SALES

LODHA Group

April 2023- September 2023

- Worked as a Key Account Manager in “Shreejan team” (Head office) single point of contact for all partners.
- Managed and supervised a team of sales representatives and provided guidance to achieve sales targets.
- Finalized AOP with 21 partners with 25 Cr annual target for each AOP in Pune, also coordinating with Mumbai partners.
- Helped all 25 partners in selling projects from entire LODHA’s portfolio from Mumbai, Pune, and Bangalore.

ASSISTANT MANAGER- CHANNEL SALES

VTP Realty

August 2020 - March 2023

- Generated ₹400+ Crores in annual revenue through strategic channel sales and partner management.
- Managed high-performing partners contributing ₹100+ Crores; improved conversion rates with targeted sales funnel optimization.
- Boosted sales performance using data-driven insights and partner-level analytics.
- Built and sustained strong relationships with channel partners; led training to scale their teams and drive productivity.
- Developed a robust client pipeline and closed multiple high-value transactions.
- Conducted project demos and site walkthroughs, consistently achieving and exceeding sales targets.
- Focused on lead generation and partner acquisition across East and South Pune.

BUSINESS DEVELOPMENT MANAGER

Square Yards

May 2019 - August 2019

- Focused on Indian residential market, catering to NRI investors.
- Analyzed market trends and supported investment decisions for Indian properties.
- Successfully closed high-value real estate transactions.

INSURANCE ADVISOR

Life Insurance Corporation of India

April 2010 - April 2017

- Top-ranked in Amravati Division, securing ₹1 Cr premium during demonetization.
- Developed tailored insurance portfolios through data-driven analysis.
- Worked with senior LIC advisors to enhance client outcomes.

E D U C A T I O N A L H I S T O R Y

Master of Business Administration (Marketing)

Indira School of Business Studies, Pune University

Bachelor of Business Administration

Vidyabharati College, Amravati University