



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.

CONTACT ME AT

Pune

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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.

EDUCATIONAL HISTORY

Master of Business Administration (Marketing)

Indira School of Business Studies, Pune University

Bachelor of Business Administration

Vidyabharati College, Amravati University