

# **GAURINANDAN VISHWANATH CHAVAN**

Ghansoli Gaon, Ghansoli, Navi Mumbai

Email: nandancin@gmail.com | Phone: 8308151056

## **Career Objective**

To join a dynamic and growth-driven organization where I can utilize my communication, technical, and marketing skills, along with my professional experience, to contribute effectively to company success and continuously enhance my personal and professional growth.

## **Professional Experience**

### **Today Global Developers, Navi Mumbai**

Designation: Sr. Executive – Presales

Duration: June 2025 – Present

- Engaging with potential buyers to provide presales consultation for residential projects
- Coordinating with site teams and maintaining CRM data for effective lead tracking
- Conducting site visits and project briefings to convert leads into bookings
- Collaborating with marketing for campaign feedback and lead nurturing strategy

### **Mist IT Services, Navi Mumbai (Xanadu Realty)**

Designation: Real Estate Sales Executive

Duration: Feb 2024 – June 2025

- Engaged with potential clients to present real estate offerings and respond to inquiries
- Contributed to monthly sales targets by addressing objections and offering customized solutions
- Delivered exceptional service by converting leads into satisfied clients
- Matched project features to client requirements to support strategic sales
- Collaborated with internal teams to enhance customer experience and streamline the sales process

### **Enrich Housing, Navi Mumbai**

Designation: Real Estate Sales / Builder Executive

Duration: June 2023 – Jan 2024

- Interacted with clients to understand their property requirements and recommended suitable options
- Coordinated with builders and developers for project updates and client queries
- Supported marketing campaigns and assisted with lead follow-ups to drive conversions
- Organized site visits and assisted clients throughout the acquisition process
- Built strong client relationships to ensure satisfaction and referrals

## **eCPrince (Freelance)**

Designation: Marketing & Client Support

Duration: Feb 2022 – May 2022

- Created marketing videos and handled international client communication via email
- Managed customer concerns and technical queries
- Maintained high-quality and prompt correspondence with global clients

## **Education**

- Diploma in Computer Science
- Advanced Python Certification
- Higher Secondary Certificate (HSC)
- Online Certification in Digital Marketing

## **Skills**

- Customer Relationship Management
- Strong verbal and written communication
- Problem-solving and critical thinking
- Team collaboration and multitasking
- Marketing and email correspondence
- Proficient in Microsoft Office (Excel, Word, PowerPoint)

## **Achievements**

- Completed 76 property walkthroughs in 45 days for the Pune region, significantly improving client engagement and conversion rates

## **Personal Details**

- Date of Birth: 29th May 2005
- Languages Known: English, Hindi, Marathi
- Marital Status: Unmarried
- Hobbies: Photography, Videography, Reading, Listening to Music

## **Declaration**

I hereby declare that the information provided above is true and correct to the best of my knowledge.

Place: Navi Mumbai

(Gaurinandan Vishwanath Chavan)

linkedin :- [linkedin.com/in/gaurinandan-chavan-168312368](https://linkedin.com/in/gaurinandan-chavan-168312368)