

Rahul Thusoo

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Summary

Professional, energetic, and personable Salesperson with experience completing sales, helping customers, and operating cash registers in a fast-paced environment. Reliable and efficient team player with excellent communication skills, attention to detail, and passion for building impactful customer relationships.

Experience

Nandivardhan Group | Dadar, Mumbai

Sr. Sales Manager - Luxury Sales | 07/2023 - Present

Provide guidance and support to clients throughout the sales process, addressing any concerns or queries.

Deliver impactful property presentations and conduct strategic site visits to facilitate deal closures.

Cultivate and maintain relationships with high-net-worth individuals and key stakeholders.

Negotiate deals and terms with clients to achieve mutually beneficial agreements.

Projects Handled :

Fortuna Blue ,Lower Parel - 1.80 cr to 3 cr cr

Monopoli ,Dadar East- 2.5 cr to 8 cr

Lodha Group | Mumbai

Sales Manager - Alternate Channel | 11/2021 - 04/2023

Develop and execute strategies to identify and onboard new channel partners.

Establish and maintain strong relationships with existing and prospective partners.

Collaborate with cross-functional teams to align partner strategies with business objectives.

Analyze market trends and competitor activities to identify new opportunities for partnership

Roha Realty | Malad, Mumbai

Sr. Sales Manager- Luxury Sales | 07/2020 - 11/2021

Lead Generation and Handling Walk in customers.

Taking clients to the site visit and follow up clients for site visits Following up with the customer to close the booking.

Resolving the queries at site in respect to car parking issues, customer access, construction related issues, coordination with projects team etc.

Negotiating with the customer and closing the deal.

Projects Handled.

Upper East 97 ,Malad East – 2 cr to 4cr

East Eden,Ville Parle East – 2.50 cr. To 4.50 cr.

Roha Vatika ,Kurla East – 80 Lakhs to 1.30 cr.

Vijay Suraksha Realty LLP | Thane west

Sales Executive - Direct Sales | 11/2018 - 11/2019

Relationship Management, Deal negotiation and Efficient Closures of Clients.

Drive business development activities through channel via constant engagement with channel partners of Thane.

Represented the Company in various Exhibitions and Events.

Performed consistently by achieving the given targets.

Projects Handled

Orovia , Thane west– 73 Lakhs to 1.60 cr.

Orion , Thane west– 2.50 cr. To 4.50cr.

Vatika ,Thane west– 80 Lakhs to 1.10 cr.

Education

VMSU

B.COM | 06/2015

SRML Hr Secondary School Jammu | Jammu

Science | 05/2009

Abhay Higher Secondary School Jammu | Jammu

05/2007

Skills

Customer service, Communication skills, Problem Resolution

Languages

English, Hindi, Kashmiri, Punjabi

Personal Details

D.O.B - 07-03-1992

Marital Status - Married

Gender- Male

Hobby

Snooker, Cricket, Travelling etc