



# RAHUL SAWANT

S A L E S M A N A G E R

## CONTACT

9022640980

sawant.rahul101@gmail.com

A/4, Prachi co-op,  
Ashtavinayak Marg, Mith  
Bandar road, Near Satguru  
Complex, Thane (E)  
400603

## EDUCATION

2008

S.S.C

Maharashtra State Board

2010

H.S.C

Maharashtra State Board

2013

T.Y.B.COM

Mumbai University

## SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Target Oriented

## SUMMARY

Results-driven real estate professional with 9+ years of experience in residential sales. Known for exceeding targets, building strong client relationships, and delivering a client-first experience. Skilled at identifying the right opportunities and driving business growth.

## WORK EXPERIENCE

### Sainath Developers, (Redevelopment Projects), Mulund

Sales Manager

May 2023- Till Date

- Oversaw a team of 4 professionals across key verticals: Sales, CRM, Sourcing, and Loyalty Programs.
- Drove and monitored monthly sales targets to ensure alignment with organizational goals.
- Organized and executed events at completed projects to generate leads and boost client engagement.
- Managed end-to-end sales closures, ensuring smooth client onboarding and satisfaction.
- Prepared and maintained allotment and agreement documentation for new clients, ensuring accuracy and compliance with company standards.
- PROMOTED FROM SR. SALES EXECUTIVE TO SALES MANAGER IN MAY 2025, in recognition of performance and leadership capabilities.**

### Shree Akshay Housing (SRA Development), Mulund

Sales Manager

Sep 2019- May 2023

- Recruited and onboarded new team members to strengthen and expand the sales force.
- Managed and guided three Regional Managers (RMs) and their channel partners, ensuring alignment with company sales targets and standards.
- Drove sales performance in line with company goals, tracking metrics and refining strategies as needed.
- Provided comprehensive training and continuous support to RMs and business partners, monitoring their performance and promoting professional development.
- Implemented and oversaw promotional activities to support business partners, driving growth and enhancing retention.
- Handled escalations related to product issues from team members and business partners, ensuring timely and effective resolution.

## LANGUAGES

- English
- Hindi
- Marathi

## DATE OF BIRTH

19th Oct, 1990

## MARITAL STATUS

MARRIED

## NATIONALITY

INDIAN

## RELIGION

HINDU

## EXTRA-CURRICULAR

Collage and School Activites

- Hand Writing ( National level A+ Grade )
- Road Racing 7th place
- Winner in International Volleyball Tournament

Puraniks Builders Ltd ( Builders & Developer ), Thane,  
As Pre-Sales Executive Aug 2016- April 2019 & Then was  
Promoted as Associate Manager Manager channel sales April  
2019- Sep 2019

Aug 2016- Apr 2019

- Trained and managed telesales teams, including outsourced callers, for various sales events.
- Coordinated with Channel Partners (CPs) to resolve data-related issues and ensure smooth operations.
- Responsible for preparing and maintaining daily, weekly, and monthly sales reports.
- **Consistently achieved the highest number of walk-ins on multiple occasions.**
- Responsible for walking drive for every new projects launch.
- **Being awarded as maximum contributor of walk-ins for three quarters Consecutively by vertical head**
- **PROMOTED AS ASSOCIATE MANAGER CHANNEL SALES FROM April-2019-Sep 2019**
- Meeting CP regularly and generating walk-ins from them
- Have activated multiple inactive CP's by providing them service as business deals.

Switching AVO ( UPS Battery supplier across PAN India ), Bhandup

As Sales Executive

Dec 2014- Jul 2016

- Was Responsible for overall sales at Mumbai region.
- Doing daily outbond sales meeting.
- Responsible for closing deals and after sales service

I.S.S High care ( PEST Control )

Executive

FEB 2014- DEC 2014

- Process company documentation, such as invoice and payment checks.
- Manage all purchased orders
- Responsible for reimbursement to staff members