

SAMEERA GHACHI

Senior Executive - Sales

 Gaothan Andheri West

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 Sameera Ghachi

 DOB - May 2000

 +91 9326309967

 Marital Status - Single

PROFILE INFO

At Triumph Alliances, I serve as a **Sourcing Manager** with additional experience in closing transactions. Currently, my main goal is to source potential channel partners and strengthen broker networks. My previous roles at Proptiger REA India and RD Brothers strengthened my ability to build strong client relationships, provide tailored guidance, and ensure a seamless property buying journey. I maintain a client-first approach, consistently delivering value and measurable results.

EXPERIENCE

2024 October - Present

Triumph Alliances

Senior Sales Executive - Sourcing

- Developing and managing relationships with channel partners across the western market (**Borivali to Andheri**).
- Successfully worked on key residential projects --
1.Royal Bliss & Royal Pristo - Royal Realtors, Malad West & East
2.Ranbir Heights - Ranbir & Nicco Developers, Andheri East
3.Shrishti Residency - Ranbir & Nicco Developers, Jogeshwari East
4.Ranbir Greenpath - Ranbir & Nicco Developers, Goregaon East

2024 June - 2024 October

Proptiger

Relationship Manager

- Responsible for managing client relationships and driving real estate sales.
- Engaging with clients to understand their needs, provide market insights, and guide them through property transactions.
- Focused on achieving sales targets through effective negotiation, personalized service, and continuous client support, ensuring long-term client satisfaction and loyalty.

2023 March - 2024 June

RD Brothers Properties

Asst. Closing Manager / Sales Co-ordinator

- Guided clients through property viewings, showcasing flats tailored to their needs.
- Leveraged product knowledge, addressed concerns, and facilitated a seamless process, contributing to successful deal closures and client satisfaction.
- Building and maintaining relationships with brokers and agents to generate leads.

2021 November - 2023 March

Freelancer Telemarketing

- Leveraged persuasive communication in real estate telemarketing to drive transactions..
- Projects - Suncity GHP Powai, Prestige Mulund, Ten BKC Bandra, Antariksh Bandra, Leo Bandra.

EDUCATION

2017 - 2021 | Bhavan's College

Bachelors of Science

Major Zoology

2014 - 2017 | Panchgani

HSC & SSC

Major Science

SKILLS

- Interpersonal Skills
- Presentation Skills
- Client Relationship Management
- Computer Literacy-
Microsoft (PP,Word,Excel)
Google (Sheets,Slides)
- Adaptability
- Organised & Time oriented
- Networking and market knowledge
- Resilient and adaptable

LANGUAGES

- English (Read, Write, Speak)
- Hindi (Speak)
- Gujarati (Speak)
- Marathi (Speak)

HOBBIES

- Crocheting & Knitting
- Music
- Swimming
- Gardening
- Art