

NILESH DESHMUKH

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PROFESSIONAL SUMMARY

Dynamic and results-driven professional with over 11 years of experience in real estate, project management, sales, and marketing. Proven track record of leading strategic initiatives, driving revenue growth, and ensuring operational excellence. Adept at transforming challenges into opportunities, building high-performing teams, and achieving business objectives. Demonstrated success across renowned organizations like OYO Rooms, Knight Frank India, Mantra Properties, and ETA ASCON Group.

CORE COMPETENCIES

- Strategic Sales & Marketing
- Project Management & Execution
- Business Development & Strategy
- Team Leadership & Talent Management
- Risk Management & Resource Planning
- Real Estate Sales & Operations

PROFESSIONAL EXPERIENCE

1. Sales Head

D'QUOR Spaces Co., Pune, India

October 2018 – Present

- Designing Strategies for achieving targeted Annual Operating Plan of the company.
- Define Strategies to develop various market segments and enhance companies reach to different micro-markets.
- Designing and defining right marketing plan placement and thereafter planning and executing ground sales activities.
- Coordinated with various cross functional teams like Finance, Operations, Tech, LMS (lead management system) at group level in order to ensure a smooth workflow cycle.
- Ensure Pre – sales (Call center operations) and technology integration
- Ensure proper check & control on company ethics and work Practices among employees.
- Ensure proper structuring and recruitment of talent pool.
- Handling the collection process and ensuring increase in outstanding for the company via Sales
- Maintaining a Process driven approach to enhance collections from developers.
- High customer focus and ensuring high level of customer service pre and post sales.
- Result oriented approach in changing the scale and level of customer service.
- Ensure the productivity of the team and overall Work culture of the organization.

2. Project Manager, Transformation

OYO Rooms, Pune, India

March 2017 – October 2018

- Conducted strategic and commercial audits of acquired hotels, service apartments, and villas for transformation into OYO's standardized model.
- Managed property transformation, including interior fit-outs and construction enhancements.
- Provided business development support to hotel owners, ensuring smooth transitions and increased profitability.
- Maintained vendor management through SAP and escalated audit reports via Salesforce.
- Oversaw project planning, budgeting, and execution to align with corporate strategies.

3. Assistant Project Manager

Knight Frank, Gurgaon, India

June 2016 – March 2017

- Led strategic planning, implementation, and budget management for commercial real estate projects.
- Developed project schedules using MS Project and Excel, ensuring seamless execution.
- Monitored site progress and resolved operational challenges, facilitating timely project completion.
- Negotiated with contractors for office interior fit-outs and ensured adherence to quality standards.
- Prepared weekly and monthly forecasts, MIS reports, and activity tracking dashboards.

4. Technical Assistant to CEO

Mantra Properties, Pune, India

March 2016 – June 2016

- Assisted the CEO with strategic planning, corporate initiatives, and project monitoring.
- Developed multi-level project schedules using Primavera and MS Project.
- Coordinated with inter-departmental teams, stakeholders, and vendors for project execution.
- Managed business reports, presentations, and data analysis for executive decision-making.
- Facilitated high-profile meetings with clients, government officials, and business partners.

5. Project Coordinator

Prashant Developers, Pune, India

August 2015 – February 2016

- Managed and negotiated contractor agreements for a 20K sq. ft. residential construction project.
- Monitored project execution, procurement, and vendor coordination.
- Maintained architectural documentation and contract records.
- Served as the primary liaison between contractors and clients, ensuring project alignment.

6. Planning Engineer

ETA ASCON Group, Riyadh, Saudi Arabia

August 2014 – August 2015

- Developed and maintained project schedules using Primavera and MS Project.
- Conducted cost analysis, risk assessments, and schedule performance evaluations.
- Managed procurement, material analysis, and project execution timelines.
- Ensured compliance with budget, resource deployment, and quality benchmarks.

Internship (MBA)

ThyssenKrupp Industries India Pvt. Ltd

April 2013 – June 2013

- Updating master program of work.
- Prepared & established the construction & erection schedule.
- Started and streamlined the progress monitoring and reporting procedure.
- Establishment & regular follow up of SOP.
- Raising bills towards clients as per the site work.
- Project Site execution works.

EDUCATION

PGPEM (MBA), Project Engineering & Management – NICMAR, Pune (2014)

B.E. (Mechanical) – Chhatrapati Shivaji Institute of Technology, CSVTU, Durg (2012)

CERTIFICATIONS

- Professional Course in Pro-E (AutoCAD, Wildfire 5.0)
- Specialized projects in thermal power, nano-carbon technology, and solar panels.

ACHIEVEMENTS & EXTRA-CURRICULARS

- Represented Madhya Pradesh & C.G in junior athletics and kho-kho competitions.
- Won accolades in drama, basketball, and robotic events at university level.

PERSONAL DETAILS

Date of Birth: 21-February-1987

Languages: English, Hindi, Marathi, Chhattisgarhi

Current Location: Pune, Maharashtra