

Rohini Dave

Senior Relationship Manager

Mumbai, India

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Professional Summary

Results-driven and goal-oriented sales professional with over 5 years of experience in real estate and retail sectors. Adept at building strong client relationships, closing high-value deals, and leading sales teams with innovation and efficiency. Multilingual and skilled in investment advisory, sales strategy, and market analysis, with a proven track record of exceeding targets.

Core Skills

Sales & Relationship Management, Team Leadership & Coordination, Communication & Negotiation, Client Acquisition & Retention, Investment Advisory & Portfolio Management, Real Estate Market Analysis, Target Achievement & Strategic Planning

Languages Known

Hindi, English, Marathi, Gujarati, Marwadi

Professional Experience

REA India - Senior Relationship Manager

April 2024 - Present | Mumbai

- Closed multiple HNI client deals, exceeding sales targets
- Collaborated with top builders and ensured seamless transactions
- Created investment reports and negotiated for client benefits
- Led marketing initiatives and team management

Square Yards - Associate Portfolio Manager

October 2022 - February 2024 | Mumbai

- Managed complete sales cycle from cold calls to closures
- Delivered impactful presentations to prospects
- Stayed updated with industry trends to advise clients

Lakme Lever Pvt. Ltd. - Sales Executive

September 2019 - September 2022 | Mumbai

- Provided consultation and relationship building with walk-in clients

- Negotiated terms and handled communication and scheduling

Education

Bachelor of Commerce (B.Com), KES Shroff College, Mumbai

Industry Knowledge

- Strong knowledge of real estate sales and investment management
- Understanding of capital gains and tax-related regulations
- In-depth micro-market knowledge and client consulting expertise

Declaration

I hereby declare that the above-mentioned information is true to the best of my knowledge and belief.

Place: Mumbai

Date: [Insert Date]

Signature: Rohini Dave