



SHISH CHANDRA YADAV

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Dynamic and results-driven Sales Professional with over 4 years of experience in the real estate industry, specializing in residential and channel sales. Proven track record of achieving and exceeding sales targets with developers like Kumar world, Engineers Horizon, Pharande Spaces, Property Pistol. Skilled in business development, client relationship management, and strategic marketing, with strong expertise in channel partner engagement and end-to-end sales execution.



Education

Master of Business Administration: Marketing and Finance

(AUG 2018 – NOV 2020)

- IMED, Bharati Vidyapeeth Deemed University, Member of placement council
- Percentage: 86.8%
- Awarded for organizing an inter college competition

BACHELOR OF COMPUTER APPLICATION

(JUNE 2015 – JULY 2018)

- DON BOSCO COLLEGE, Panjim – Goa
- Percentage: 57%



Skills

Relationship development
Sales processes
Business Development

Communications
Database Management
Marketing Strategies

Sales presentations
Channel Developments
Business Planning



Work History

KUMAR WORLD (JULY 2025 – PRESENT)

(Kumar Parth Towers)

Assistant Manager – Channel sales

- Delivering sales numbers as per business plan, both in terms of sourcing and closing - ensure completion of sales targets on a consistent basis throughout the year.
- Possess in-depth product knowledge and communicates the same effectively to prospects and Channel Partners.
- Handling all the Channel partner related issues (if any) like source conflict, billing, payments, etc.
- Conducting regular channel partner meet for engagement and ensuring landing pages, micro sites and other lead generation & walk-ins related details are active with them.
- Extraordinary customer follow-up for Site visit and closures.
- To ensure monthly, quarterly and annual sales target achievement.
- Lead generation, Site visits and closures through channel partner as source.

ENGINEERS HORIZON (AUG 2024 – JULY 2025)

Assistant Manager – Channel sales

- Possess in-depth product knowledge (and micro information at project level) and communicates the same effectively to prospects and Channel Partners.
- Executing plans to reach out unexplored market segments.
- Conducting regular channel partner meet for engagement and ensuring landing pages, micro sites and other lead generation & walk-ins related details are active with them.
- Lead generation, Site visits and closures through channel partner as source.
- Handling all the Channel partner related issues (if any) like source conflict, billing, payments, etc.
- Handling Sourcing for 2 sites, new launch and Sustainance.
- Delivering sales numbers as per business plan, both in terms of sourcing and closing - ensure completion of sales targets on a consistent basis throughout the year.
- Units sold in numbers are 35, and in terms of monetary a total 30cr business transaction in a period of project launch.
- Units sold in numbers are 20, and in terms of monetary a total 20cr business transaction on Sustainance

PROPERTY PISTOL (OCT 2021 – MAY 2022)

Manager – Sales

- Worked as mandate team for Puraniks abitante fiore as managers.
- Handling a team of 10 focusing on both sourcing and closing.
- Delivering sales numbers as per business plan, both in terms of sourcing and closing - ensure completion of sales targets on a consistent basis throughout the year.
- Units sold in numbers are 65, and in terms of monetary a total 65cr business transaction in a period of 2 quarters.
- Possess in-depth product knowledge (and micro information at project level) and communicates the same effectively to prospects and Channel Partners.
- Executing plans to reach out unexplored market segments.
- Conducting regular channel partner meet for engagement and ensuring landing pages, micro sites and other lead generation & walk-ins related details are active with them.
- Lead generation, Site visits and closures through channel partner as source.
- Handling all the Channel partner related issues (if any) like source conflict, billing, payments, etc.

PHARANDE SPACES (JAN 2020 – OCT 2021)

Executive – sales

- Delivering sales numbers as per business plan, both in terms of sourcing and closing - ensure completion of sales targets on a consistent basis throughout the year.
- Ensure cross-selling to enhance sales value productivity with existing customers.
- Worked at Vaarivana (250 acres of luxury villas) for 1 quarter and delivered sales of 15 units.
- Worked at Puneville (28 acres of premium residential flats) for 2 quarters and delivered sales of 25 units.
- Worked at Kairosa (4 acres of budgeted residential flats) for 1 year and delivered sales of 70 units.
- Possess in-depth product knowledge (and micro information at project level) and communicates the same effectively to prospects and Channel Partners.
- In collaboration with the Team Lead, meet with prospects, organize and conduct site visits and strive to establish a strong client relationship with an aim to convert from proposal to definite status.
- Handling all the Channel partner related issues (if any) like source conflict, billing, payments, etc.
- Conducting regular channel partner meet for engagement and ensuring landing pages, micro sites and other lead generation & walk-ins related details are active with them.

- Extraordinary customer follow-up for Site visit and closures.
- To ensure monthly, quarterly and annual sales target achievement.
- Lead generation, Site visits and closures through channel partner as source.



Language

English

Hindi

DECLARATION

The information given above is true and correct to the best of my knowledge and belief.

Yours truly
Shish Chandra