

SAMEER LOGANI

Ambitious and results-driven professional seeking a career in real estate. Focused on driving business profitability through strategic partnerships and effective sales strategies. Committed to achieving targets, building strong networks, and delivering exceptional results

Work Experience

SOBHA LIMITED

Sales Executive August 2025 - December 2025

- Managing the Channel Partner database by making outbound calls to align and schedule customer site visits.
- Support the empanelment of new channel partners, expanding the network and strengthening sales outreach.
- Contribute to customer conversions and closures by coordinating with CPs and providing end-to-end support.

GODREJ PROPERTIES LIMITED

Channel Sales Executive September 2024 - August 2025

- Activated 30 new channel partners to drive sales in a sustained sales project, contributing to expanded market reach.
- Generated total revenue of ₹19 crore, enhancing project profitability and sustaining business growth.
- Provided sales support, training, and insights to channel partners, ensuring alignment with business objectives.

Internship

GODREJ PROPERTIES LIMITED

Customer Relationship Manager April 2024 - September 2024

- Effectively utilized Salesforce software for customer relationship management, conducting cold calls, and closings.
- Collected and analyzed customer feedback to enhance the Net Promoter Score (NPS).
- Conducted final inspections to ensure properties met company standards and client expectations before handover.

Educational Background

POST GRADUATION DIPLOMA IN MANAGEMENT

PGDM in Marketing from IIEBM, Indus Business School, Pune
2023-2025 (62.98)

GRADUATION

Bachelors in Commerce from LCIT Group of Institute, Bilaspur
2021-2023 (72.33%)

INTERMEDIATE

Brilliant Public School 2021 (69%)

MATRICULATION

Brilliant Public School 2019 (60%)

Contact

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Skills

Technical Skills

- People Management Skills
- Budgeting and Forecasting
- Risk Management
- Problem-solving Skills
- Time Management

Tools/Software

- Accounting Software
- ERP Systems
- Salesforce

Languages

- English (R/S/W)
- Hindi (R/S/W)
- Punjabi (S)

Certification/Short Courses

- edX Certification in Accounting Essentials.
- edX Certification in Marketing Essentials.
- edX Certification in Excel for Beginners.

Additional Information

- Editor - Rotaract Club, IIEBM. (Sep 23 - Jun 24)
- Organized blood donation campaigns (Punjabi Samaj)
- Worked as a college festival event coordinator.
- Youth India Student Coordinator.
- Hindustan Coca-Cola Disrupt Season 3 Participation.
- SAMEER AUTOMOBILES - Familiar with computerized systems for vehicle diagnosis and repair. (03/2018-07/2023)