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# Mrunali Ramesh Yalkar

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I'm a highly disciplined and passionate sales professional, who likes to explore new challenges with the scope of betterment and improvement in addition to skills and knowledge!

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## Professional Experience

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### VTP Realty

01/24 - present

#### Senior Sales Executive

I'm a highly disciplined and passionate sales professional, who likes to explore new challenges with the scope of betterment and improvement in addition to skills and knowledge!

- Responsible for closing max deals
- Lineup the agreements within the timelines
- Quality Follow-up with the clients
- Keeping records of all reports in Salesforce
- Responsible for highest conversion ratio >25%
- Actively participated and did the highest conversion in New launches and Sustenance Project!
- Township selling Experience

### Anarock Property Consultants Pvt Ltd

09/22 - 01/24

#### Senior Relationship Manager

- Use to do cold calling and analyse the clients requirements.
- Line up meetings and site visits.
- Develop and drive sales initiatives to achieve set goals by mentoring and motivating the sales team
- Developing, Enhancing, implementing Comprehensive Sales strategies & other promotional activities for various projects to create new markets achieve targeted sales.

### Think And Learn Pvt Ltd (Byjus)

03/21 - 09/22

#### Senior Business Development Associate

- Prospected and assessed customer needs through phone calls
- Managed customer interactions and conversions for revenue and finance activities
- Maintained customer relationships post-enrollment
- Ensured accurate data updates on CRM
- Exceeded revenue targets to drive business growth
- Consistently sought opportunities to enhance job performance
- Received multiple performer of the month awards for meeting targets.

### Shree Bhavani Construction

01/20 - 03/21

#### Junior Civil Engineer

- I monitored the activities of site work like scheduling and planning of day to day work
- Maintaining the record of the daily report.
- I am leading the municipal corporation work like tender filling, collecting required documents, analysis of tender valuation.
- Managing all the activities with resource planning and financial ledgers account management and a bank compliance work management.

- I handled the work of the day to day task of work, Market rate analysis of material and procurement of material
- Handling the team to 2 people.
- I also achieved the target of my team members and individual targets.
- I made a process of analysis of customers requirements and then services which were provided by the company which resulted in an outcome of revenue.

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## Education

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**Savitribai Phule University, Pune**  
**Bachelor Of Engineering -Civil - 7.66**

**09/16 - 06/19**

**Maharashtra State Board Technical Education, Mumbai**  
**Diploma In Engineering -Civil - 80.4**

**08/13 - 06/16**

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## Projects

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**Maintaining ledger & financial Transactions**

**01/20 - 03/21**

- Hereby I maintain. transaction for payment related as well as i maintening the all banking work of my organization having work submission of Bid capacity certificate & making document file for Cash credit accounts

**Use of FRP composite in bridge deck**

**09/18 - 04/19**

- Use of FRP Composite in bridge deck & it's simulation in Ansys as well as it's feasibility study in Indian market as well as study of Environmental based Nowadays day by day construction industry having modernization in two ways one way is in techniques and other is use of high efficiency materials my project is based on increasing strength of bridges deck and use lightweight material in place of traditional one so there much more things for explore .

**Design Of Sewage Treatment Plant**

**08/15 - 03/16**

- Our project is based on sewage treatment. Our work is to collection of sewage from different areas of city. Various laboratory tests done on that sewage.
- Selecting the best area for the plant where the lowest RL of the city is present is the maximum amount of sewage flow gravitational.
- And the most use of that treated sewage is agriculture.

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## Interpersonal Skills

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- Communication skills
- Analytical skills
- Ability to work under pressure
- Multitasking
- Team work

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## Key Skills

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- MS - Word, Powerpoint, Excel
- SAP MM
- AUTO CAD -2D, 3D

- CRM - Leadsquared
- Sales Prospecting
- Relationship Building
- Sales Strategy Development
- Negotiation and Closing
- Market analysis
- Data Analysis
- Team Leadership
- Client Relationship Management

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## Interests

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- Trekking - to forts in manson season
- Travel - once in every year I am planning a trip to travel