

YASH JIRAFE

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📍 Pune

EDUCATION

B.E (Mechanical Engineering)
Dr. Babasaheb Ambedkar College
of Engineering, Nagpur
2015 - 2018
CGPA- 8.4
(First class with distinction)

Diploma (Mechanical)
Shree Datta Meghe Polytechnique,
Nagpur
2012 - 2015
65%
(First class)

SSC (10th)
Mont Fort School, Nagpur
2012
82%
(First class with distinction)

LANGUAGE PROFICIENCY

English

Hindi

Marathi

ABOUT ME

A Dynamic Sales Professional with 4+ years of professional experience specializing in business development, lead qualification, strategic selling, and account management. A proven track record of building and managing high value relationship with Channel Partners within the industry.

WORK EXPERIENCE

July 2023 - Present

● **Austin Realty Group | Pune**

Deputy Sales Manager

- Monitor industry trends and stay up-to-date on competitors and market conditions
- Identify and Onboard new channel partners.
- Provide support and guidance to partners on products and solution offerings.
- Managing Direct Sales as well.
- Create and manage channel partner budgets and forecasts.
- Managed Projects -Austin Arena, Oaks, and County Austin One & Only.

April 2022 - July 2023

● **Kohinoor Group Pune | Pune**

Sales Manager

- Handle direct sales and Channel Sales.
- Part of Launch team, as a Sourcing Manager.
- Managing sourcing of channel sales for the 'Kohinoor Abhimaan' township.
- Managed sourcing & closing in the launch of the 'West-view Reserve' project.

December 2021 - May 2022

● **Le Classique Realty Pvt. Ltd. | Pune**

Sales Manager

- Discuss key strategies in the development & promotion of projects with management.
- Team building | Team management (Team of 6)
- Part of the recruitment team | Part of the business development team.
- Managed Pre-sales as well as post-sales.
- Managed all the documentation. Total sales/business - approx. 10cr.

July 2020 - November 2021

● **Le Classique Realty Pvt. Ltd. | Pune**

Sales Associate

- Worked on Real Estate development such as estimation and budgeting, quality checking, Marketing planning, analyzing market trends & tracking competitors' market activity.
- Strategic sales activity for business growth through channel partners & multiple platforms.
- Maintaining good relationships with clients & driving incremental business for channel partners.

ACHIEVEMENTS

- Received appraisal within two months of joining LE Classique Pvt. Ltd.
- Promoted to Sales Manager within one year, overseeing a team of six individuals.

SKILLS

- Microsoft Office
- AutoCAD
- Vaastu Basics
- Toastmasters Club Membership
- CRM

COMPETENCIES

- Flexible
- Strong leadership skills
- Collaborative team player
- Creative thinker
- Calm under pressure
- Out-of-the-box thinker

HOBBIES

- Water sports enthusiast
- Avid hiker and trekker
- Adventurous spirit, including bungee jumping and go-karting
- Fitness enthusiast with a passion for the gym
- Automobile aficionado
- and Dedicated athlete

February 2020 - July 2020
Opulence l Nagpur

Business Associate

- Client Representative on behalf of Child Rights and You (CRY).
- Direct Marketing (via door-to-door campaign).
- Telemarketing/ Tele-sales. Marketing through public interactions, organizing public events.

January 2019 - January 2020

Seven Hills Project Private Limited l Nagpur

Maintenance Manager

- Corporates | Sales | Customer Service | Marketing Strategy | Interpersonal Skills

INTERNSHIP

April 2015 - September 2015

Jay Automobiles l Nagpur

Maintenance Manager

- Proficient in dismantling vehicles and understanding spare parts and replacements.
- Skilled in identifying and resolving mechanical issues.
- Capable of performing basic manual servicing on vehicles.

CO-CURRICULAR ACTIVITIES

- Orchestrated College events as Event Head, overseeing sponsorships, flexes, and advertisement management. Implemented innovative ideas to enhance student engagement with curriculum-related events.
- Published papers on sustainable energy resources, demonstrating a commitment to environmental awareness and academic research.
- Secured first position in a Debate competition hosted at the YCCE campus, showcasing strong communication and argumentation skills.
- Achieved recognition as a District-level shot put and athletics competitor, embodying dedication to sports excellence.
- Organized an Auto Expo in Nagpur in 2012, featuring 10+ prominent brands, highlighting event management and coordination abilities.
- Actively participated in inter-college events such as quizzes, robot racing, and BAJA competitions, fostering teamwork and technical prowess.
- Attended the Auto Expo in Delhi in 2017, gaining insights into the latest advancements in the automotive industry.