

# Priyanshu Yadav

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## Summary

Dynamic and results-driven real estate professional with comprehensive experience in **sales closing, lead sourcing, and post-sales operations**. Known for consistently achieving and exceeding sales targets through a combination of strategic outreach, in-depth **market knowledge**, and a consultative approach to client needs. Skilled in managing the entire customer journey—from initial inquiry and property presentation to documentation, registration, and loan disbursement. Possess strong **technical understanding of real estate products**, legal formalities, and financing options, enabling clients to make informed decisions. Recognized for **exceptional presentation and communication skills**, building lasting relationships and delivering a seamless, end-to-end property buying experience.

## Skills

- Customer relationship management
- Data analysis
- Market research
- Client onboarding
- Referral sales strategy
- Negotiation tactics
- Closing Sales
- CRM management

## Experience

**ASSISTANT MANAGER** | 11/2024 - Current

**Gera Development Private Limited - Pune, India**

- Managed **end-to-end client onboarding** process, including execution of registration, collection of unit and stamp duty amounts, and coordination of documentation.
- Maintained accurate **financial records** for collections and refunds, handled cancellations, and generated detailed **monthly reports** for management.
- Oversaw **file movement and sales data** tracking, ensuring smooth internal coordination and timely processing of client transactions.
- Addressed and resolved **client queries** related to agreement drafts, while ensuring compliance and high satisfaction during the registration phase.
- Conducted **possession site visits** and managed **snagging processes**, ensuring unit readiness and seamless handover to clients.
- Achieved and maintained a **Net Promoter Score (NPS) of 10**, demonstrating a strong focus on **client satisfaction, retention, and service excellence**.

**MANAGEMENT TRAINEE** | 03/2023 - 11/2024

**Kohinoor - Pune, India**

- Successfully managed end-to-end sales cycle including client meetings, price negotiations, site visits, and deal closures, maintaining a consistent **closing ratio of over 10%**.
- Consistently ranked among the **top 5 sales managers** at the site by achieving high-value closures, including the **highest ticket size sale**.
- Collaborated closely with the CRM team to ensure smooth **registration processes** and timely customer follow-ups.

- Led **channel partner engagement** initiatives, driving walk-ins and enhancing sales performance through regular meetings and project launch events.
- Achieved **15% referral sales contribution** by building strong client relationships and leveraging post-sale engagement strategies.
- Maintained accurate and up-to-date **sales data and reporting**, contributing to informed decision-making and performance tracking.

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## Internships

- **Certified Internship in Core Hotel Operations** from *The Leela Goa*, covering Front Office, Housekeeping, Food & Beverage, and Kitchen departments.
- **Certified Internship in Business Operations** from *Metalbazaar* (2 months), with exposure to core business processes, client coordination, and operational support.
- **Certified Research Project on Market Analysis** for *Tupperware*, focused on consumer behavior, competitor analysis, and market penetration strategies

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## Education and Training

**Universal Business School - Mumbai | MBA**  
Operations And Business Analytica, 03/2021

**IHM Ahmedabad - Gandhinagar**

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## Accomplishments

- Highest ticket size closing achievement
- Nominee for the Best New Joiner Award
- Top 3 in the international green research conference