




# SOURABH YEWARE

## DEPUTY CHANNEL SALES

### CONTACT

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 sourabhyeware123@gmail.com  
 Balewadi, Pune

### EDUCATION

MBA- Sinhgad Institute, Pune  
2018- 2020

BBA- Bharti Vidya Peeth, Pune  
2014-2017

Higher Secondary- SGM College,  
Karad  
2013-2014

Senior Secondary- THSK, Karad  
2011-2012

### ABOUT ME

Knowledgeable and qualified sourcing specialist with 4+ years of extensive experience in detail-oriented sourcing manager with excellent track record increasing walk-ins and sales efficiency. Strong skills to be a leader, implement new policies, and improve performance and morale. Expert in briefing the team about the project for marketing, including ability to solve problem of real estate agents, increase their productivity and overcome the sales challenges. Developing and building relationship with pan Maharashtra channel partners to build a database of professional work. With a deep knowledge of sales in real estate industry, be it residential and commercial properties, I come with a calm personality which reflects throughout my work.

### EXPERIENCE

#### AUSTIN REALTY

##### Deputy Channel Sales

Real Estate Developer, PCMC - Pune

##### July 2023- Present

Sold 90% inventories in just 6 months, in sustenance.

Touched the base with almost 300 + CP's.

Activate new channel partners for the brand.

MIS & daily reporting.

Handled a team of sales channel executives.

## **SOFTWARE SUPPORT**

MDoc

Tally ERP

ERP

## **LANGUAGE**

English

Hindi

Marathi

## **ACHIEVEMENTS**

Winner- RAMESH TROPHY FOOTBALL  
Satara District Football Association

Winner- 2nd PUPLIS OLYMPICS STATE  
GAMES PUNE  
Puplis Olympics Association

Winner- 2nd PUPLIS OLYMPICS STATE  
GAMES AURANGABAD  
Puplis Olympics Association

## **KOHINOOR DEVELOPMENT CORPORATION**

### **Sourcing Manager**

Real Estate Developer, Pune

**April 2022- June 2023**

Conducted real estate sourcing activities in accordance with policies and exceeding business needs.

Activate new real estate companies for assigned projects.

Maintain the highest level of channel partner services in all actions and interactions.

Resolve their business related to their payment, client visit, project orientation/details.

Provide time to time upload project details and schedule new site visit.

Coordinate with sales manager to close deal and take visited updates, assisting sales, team in closing deals.

Adhere to real estate policies and procedures.

MIS Report and daily report.

Taking care of project like Kohinoor Abhimaan Homes.

## **SHELTER MENTORS PVT. LTD.**

### **Sales Executive**

CP Firm, Pune

**May 2021- March 2022**

Responsible for driving sales for the company.

Did direct calling, client meeting and sales pitching.

Attended clients and closed sales bookings.

Conversion ratio of around 70% of the sales.

## **SQUARE YARDS**

### **Business Development Executive**

CP Firm, Pune

**August 2020- May 2021**

Responsible for driving clients for the company.

Pitched clients and converted them into company's clientele.

Prepare pitches with the team.

Daily reporting.