

Preeti Thakur

Snr. Manager Sales

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Motivated real estate professional with 4 years of sales experience. Successfully established and maintained strong customer relationships, driving new client acquisition and enhancing existing client interactions. Demonstrated expertise in negotiation and communication, contributing significantly to company success.

Skills

- Customer support oriented Proficient
- verbal communicator Strategic
- problem-solving techniques
- Commitment to sustainable growth
- Open to new ideas
- Proficient in prioritizing tasks

Work History

2023-07 - 2025-12

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Varma Corp, Pune Sales

Achievements

- Tulip Infinity Avana: 16 bookings (Jul 2023 – Sep 2024)
- Tulip Infinity Evana Launch: 38 bookings (Oct 2024 – Nov 2025)

Key Highlights

- Consistently achieved and exceeded sales targets
- Strong performance in high-pressure project launches
- Effective communicator and negotiator driving bookings

2022-02 - 2023-06

Executive Sales

The Guardians, Mumbai

- Handled 4 project launches Siddha Sky Mumbai, GLC, Adani Aetlier Greens with ₹41 Cr+ business and 36 bookings
- Converted walk-ins and channel partner leads
- Managed payments and client relationships

- 2020/02 - 2021/04 **Management Trainee Sales**
VTP Realty, Pune
- Handled walk-in clients and channel partner leads
 - Conducted site visits and client presentations
 - Closed bookings through effective negotiation
 - Supported project launches and sales activities
 - Prepared sales reports and maintained CRM data
 - Ensured timely customer support and follow-ups
- 2019-04 - 2019-07 **Sales Executive Intern (Direct Sales)**
Godrej Properties Ltd., Pune
- Managed walk-ins and channel partners
 - Followed up with leads to close bookings
 - Coordinated and trained channel partner teams
 - Achieved 4 direct bookings
- 2018-11 - 2018-12 **Sales Executive Intern**
Royal Enfield (Authorised dealer: Kings Autoriders), Pune
- Explained Royal Enfield models and assisted customers
 - Achieved ₹15,000 in lifestyle sales and 8–9 bike purchase orders.

Education

- 2020-01 Post Graduation Diploma in Management: Marketing And Human Resources

International Institute Of Management - Pune
- 2017-04 Bachelor of Commerce: Foreign Trade

DAVV University - Indore