

ABHAY SURENDRA SAHANI

Rm no.33, LBS nagar, Dhobhighat,

Vakola Bridge, Santacruz (E), Mum - 55

+918591279778

abhaysahani199721rediff@gmail.com

Objective

Highly motivated and results-driven real estate professional with a passion for delivering exceptional client experiences. Seeking a challenging position as a local real estate broker to utilize my expertise in property valuation, market analysis, and negotiation, while leveraging my strong network and market knowledge to achieve successful transactions and exceed client expectations. Committed to providing unparalleled service, fostering long-term relationships, and driving revenue growth in the dynamic real estate market.

Academic Details

PATUCK ENGLISH MEDIUM HIGH SCHOOL

S. S. C, 2013

PATUCK JUNIOR COLLEGE

H. S. C, 2015

PATUCK DEGREE COLLEGE

Bachelor Of Commerce, 2021

Work Experience

VKG Group

Sourcing Manager & Closing Manager , 8th August 2025 to till date.

Role : Channel Partner Acquisition: Identify and onboard new channel partners including real estate agencies, property consultants, investment firms, and other relevant entities. Develop a comprehensive strategy to expand our network of channel partners.

Broker Management: Build and manage a team of brokers who will represent our company and actively source potential clients. Provide ongoing guidance, training, and support to brokers to ensure their success in identifying and securing viable opportunities.

Assuring a smooth and successful closing.

Rashmi Developer

Sourcing Manager & Closing Manager , 10th August 2023 to 15th August 2025

Role : Channel Partner Acquisition: Identify and onboard new channel partners including real estate agencies, property consultants, investment firms, and other relevant entities. Develop a comprehensive strategy to expand our network of channel partners.

Broker Management: Build and manage a team of brokers who will represent our company and actively source potential clients. Provide ongoing guidance, training, and support to brokers to ensure their success in identifying and securing viable opportunities.

Assuring a smooth and successful closing.

Origin Developer

Sourcing Manager & Closing Manager , 2nd March 2023 to 9th August 2023 date

Role : Channel Partner Acquisition: Identify and onboard new channel partners including real estate agencies, property consultants, investment firms, and other relevant entities. Develop a comprehensive strategy to expand our network of channel partners.

Broker Management: Build and manage a team of brokers who will represent our company and actively source potential clients. Provide ongoing guidance, training, and support to brokers to ensure their success in identifying and securing viable opportunities.

Assuring a smooth and successful closing

Square Yards.

Senior Relationship Manager, 4th Dec 2021 – 7Jan 2023

Role : Client Sourcing: By actively seeking potential clients through various channels such as referrals, networking events, online platforms, and marketing campaigns. And tonassure the best strategies to expand the client base and establish a pipeline of potential buyers.

Consultation: Meet with prospective clients to understand their requirements, preferences, and budget. Conduct thorough needs analysis to identify suitable properties and create customized property portfolios for each client.

Property Recommendations: By utilizing my depth knowledge of the real estate market to identify and recommend properties that align with clients' needs and preferences and to stay updated on market trends, property values, and investment opportunities to provide accurate and valuable advice.

Bricks Connect

Sales Manager, Mar 2021 - Dec 2021

Role : Listed and marketed residential and commercial properties, utilizing various marketing channels such as online platforms, social media, and print advertisements.

Conducted property valuations and comparative market analyses to determine appropriate listing prices.

Represented buyers and sellers in negotiations, ensuring favorable outcomes and smooth transactions.

Provided expert advice and guidance on investment opportunities, property improvements, and local market conditions.

Managed documentation and facilitated real estate transactions, coordinating with attorneys, lenders, and other professionals.

Built and maintained a strong network of industry professionals, fostering valuable partnerships and referral opportunities.

Field of Interest

Passionate about the strategic aspects of real estate development and investment
Strong research skills, staying up-to-date with industry news, zoning regulations, and emerging market trends

Skills

Market Analysis
Risk Assessment
Negotiation Skills
Relationship Building

Analytical Thinking
Attention to Detail

Problem Solving
Adaptability
Client-Focused

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place : Mumbai

(ABHAY SURENDRA SAHANI)