

OBJECTIVE

Enthusiastic employee with 07+ year experience in Real Estate. Eager to contribute team success and excellent organisational skills. I am seeking a challenging assignment in the field of a Sales and Marketing, Sales Strategy, Product Strategy and Client Servicing in the post suitable industries.

EXPERIENCE**VTP REALTY, PUNE (BLUE WATER TOWNSHIP)**

Nov-23 - Present

Assistant Manager-Sales

- 1) Build and maintained long -term relationship with key clients, securing repeat business and referrals.
- 2) Personally closed deals with more than 20% conversion ratio.
- 3) Tracked monthly sales to generate business.
- 4) Developed sales plans, goals, strategies and objectives to achieve revenue objectives.
- 5) Handled processes through Sales Force & ERP software.

JM FINANCIAL PRODUCTS LIMITED (DWELLO-MANDATE)

Nov- 2021 - Nov-23

Senior Consultant Sales

- 1) Carrying out competition survey along with the market research to gain in-depth knowledge of the project, near by competition as well as knowledge of the local area.
- 2) Coordination between customer and builder, helping client in a agreement process and helping them with end to end sales.
- 3) Building good relationship with channel partners for more business.
- 4) Interacting with all the customer who visited the site through digital marketing platform/channel partners.
- 5) Ensuring closures of clients post walkin.
- 6) Handling team for Sourcing & Closing many times.

**PROPBURYING REALTORS PVT.LTD.
(MANDATE)**

April-2019 - July-2021

Sales Executive

- 1) Meeting with potential client and listen to their concern and convert them into the sales.
- 2) Create frequent reviews and reports of sales.
- 3) Ensure the availability stock for sales.
- 4) Negotiate/close deals and handle complaints or objection.
- 5) Collaborate with team member to achieve better results.
- 6) Ensure best result from the channel partners by maintaining good relations.

PRIME SQUARE REALITY, PUNE.

Jan-2017 - March-2019

Sales Executive

- 1) Handling retail customers, Negotiate deals, and the secure financing and complete paperwork for the sales.
- 2) Set weekly, monthly and the yearly monetary goals for the individual to achieve it.
- 3) Present and explain project details to prospective clients.
- 4) To take initiative to develop and new lead and increase sales for the company.
- 5) Follow up with new leads and pipeline.

EDUCATION**K.T.PATIL COLLEGE OF ENGINEERING FROM DR.BAMU,
AURANGABAD.**

2013

B.E (ENTC)

Grades - First Division with Distinction.

FROM LATUR BOARD, MAHARASHTRA.

2009

12th(Science)

Grades - 65%

FROM LATUR BOARD, MAHARASHTRA.

2007

10th

SKILLS

- 1) Adaptability.
- 2) Negotiation.
- 3) Ability to work individually.
- 4) Team Management.
- 5) Leadership.
- 6) Team Player/Ownership mindset
- 7) Presentation.
- 8) Deal Closure.
- 9) Objection Handaling.
- 10) Process Improvements.
- 11) Pricing Skills.
- 12) Quick Learner/Self reliance.,

INTERESTS

- 1) Swimming
- 2) Cooking
- 3) Travelling

LANGUAGE

English, Hindi and Marathi

ACHIEVEMENTS & AWARDS

Achieved multiple Booster of Hat-trick Bookings in a single day.
VTP Realty, Pune.

Highest Agreement value sold in (Quarter 3 in 2021)
JM Financial Products Limited.

Highest incentive achieved in the year 2019
Propbuying Realtors Pvt.Ltd.

PERSONAL DETAILS

Date of Birth : 05/01/1992
Marital status : Married
Nationality : Indian