

## Curriculum Vitae

### Pranav Mahadev Ingle

#### PERSONAL DOSSIER

D.o.b: 6<sup>th</sup> May 1990  
Linguistic Abilities: English, Hindi, Marathi  
Mobile: 8830916672  
Email: pranavijm@gmail.com  
Address of Communication: D402, Pavilion Res., Behind Balewadi Stadium, Mahalunge Gaon-411045

#### CAREER OBJECTIVE:

Earn a job which provides me an opportunity to succeed in an environment of growth, excellence and learning, where I can get career enriching assignments and help me achieve personal as well as organizational goals.

#### EDUCATIONAL QUALIFICATION:

Degree/Examination	Institution/Board	Year	Performance
PGDM (Marketing)	Balaji Institute of Telecom & Management, Pune	2014-2016	65.15 %
B.Sc Computers	RJSPM's Arts & Science College, Pune	2009-2013	54.84 %
HSC	A.K. National High School, Khamgaon	2007-2009	56.83 %
SSC	St. Ann's English Medium High School, Khamgaon	2007	61.06 %

#### WORK EXPERIENCE

##### **SQUARE YARDS CONSULTING PVT. LTD., PUNE**

**MAY'20 – JAN'21**

Sr. Business Development Manager

##### **Profile**

- Create a network of Real Estate Agents/Brokers/Channel Partners (CPs) and firms in Pune and manage a team of & empower at least 60 such CPs
- Short-listing projects for Mandate and conducting Primary and secondary research on various projects to check their salability and compatibility of on-boarded CPs to sale them

##### **Significant Accomplishments:**

- On-boarded 30+ brokers and Maintained an average of 2.5 bookings/month during the Lockdown
- Trained multiple channel partners on video conferences on how to conduct online video calls and meets with clients
- 10+ online bookings generated
- Worked on 5 Mandate projects and activated channel partners on same projects in terms of client site visits and bookings
- Co-ordinated with developers and channel partners to collect and compare project details of local market to stay ahead of competition

**PROPTIGER MARKETING SERVICES PVT. LTD., PUNE****FEB'19 – MAY'20**

Sr. Relationships Manager – Broker Aggregation

**Profile**

- As the Sr. Relationships Manager of the newly formed vertical, Broker Aggregation, my primary responsibility was on-boarding Real Estate Agents/Brokers/Channel Partners (CPs) and firms in Pune and manage a team of & empower at least 40 such CPs

**Significant Accomplishments:**

- On-boarded 70+ Channel Partners (CPs) within first 3 months
- Working with 120+ registered CPs on their business plans
- Organized and managed multiple CPs and Developer team greet & meet events, at least 2 in each month which results in increase in customer Site visits and bookings
- Successfully organized CP greet and meet event in Nagpur which has resulted in More than 20 registration and 4 bookings
- Training and giving project downloads to Individual CPs, sales team and new joiners in registered CP's firms/offices
- Coordinating with the Developer's sales and marketing department
- My efforts in empowering and enabling the CPs have resulted in many of them expanding their real estate business in Pune and outstation, and a few of them starting primary real estate sales

**GLOBEIT SOLUTIONS PVT. LTD., PUNE (DIRECT GROUP)****OCT'17 – FEB'19**

Sr. International Business Development Specialist

**Profile**

- As the Sr. IBD Specialist it was my responsibility to generate Leads, boil and close them by providing the necessary solution to the customers' needs and wants.

**Significant Accomplishments:**

- Successfully have closed over 350 clients in the first 10 months of joining
- Continuously over delivered on Targets from the 2nd month of joining
- Was made the Team-Lead in the 4th month of Joining
- Acted as a Trainer to new joiners from Feb'18
- Participated in the Project delivery process several times to ensure in-time delivery of my enrolled clients' projects

**CORPORATE GURUKUL PTE. LTD., PUNE****MAY'16 - OCT'17**

Business Development Manager

**Profile**

- As a part of Management Team of Corporate Gurukul, I was responsible for developing new business opportunities and creating customized solutions for customer needs in Western India and Sales Funneling Process

**Significant Accomplishments:**

- Developed new business for the products with IB & Cambridge Curriculum School and prospective clients in West India, currently engaging with over 25 schools and universities.
- Created a sales funnel of INR 20 crores with expected revenues for the financial year exceeding INR 5 crores
- Closed INR 93 Lakhs new business deals by coordinating requirements, developing and negotiating contracts; integrated contract requirements with business operations
- Provided inputs for developing a targeted value proposition for various segments of corporate users and client support to ensure a seamless experience
- Conducted primary and secondary market research of the IB and Cambridge curriculum segment schools and universities

**INTERNSHIPS:**

- Consumer Behavior at Pizza Hut, Camac Street, Kolkata.
  - Designed questionnaire to capture insights from the segment consumers
  - Conducted primary research with over 150 consumers
  - Provided research report to the management with solutions to the problem statement
  - Developed customer acquisition and retention strategies

**SKILLS AND ABILITIES:**

- Interpersonal Skills
- Priority Management
- Teamwork
- Problem Solving
- Communication
- Adaptive Learning
- Time Management
- Online Marketing
- Inside Sales
- Pre Sales (Suspecting-Prospecting)
- Primary and Secondary Research

**EXTRA-CURRICULAR ACTIVITIES:**

- Managed end to end organization of 13<sup>th</sup> Kamal Smruti Kavya Mahotsav @ DSK Vishwa, Pune, 2013
- Represented my high school in district level cricket tournaments.
- Participated in various local tennis ball cricket tournaments