**Rohan Saraf**

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Mobile (IND) +91-9850175992

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**Career Synopsis**

Sales & Marketing profession, with **5+ years** of experience with leading corporate.

- Sales - Marketing - Business Development & Research

**Employment Scan**

**Organization-India Homes Pvt Ltd.**

**Designation- Sr. Property Specialist-Sales**

**Duration-March 2015 till now**

India Homes Pvt Ltd is FDI Funded Company 360 cr. had been funded this year India Homes is India’sNo. 1 Real Estate Advisory companies have branches over 18 cities in India and 5 offices at Singapore, Dubai, Malaysia, USA, and UK.

In pune we have all the A and A+ developers’ residential, commercial projectsacross at all locations.

**Accountabilities:**

* Handled all pune locations with success of over achieving target of 54lac
* Handle HNI premium clients for builders like Marvel, Gera Kolte Patil, Pride Purple, Kalpataru, Shoba, ABIL, Pranjape,
* Responsible for handling International (NRI) and Domestic clients.
* Responsible for marketing strategy.
* Handled Exhibition Property EXPO to generate leads to increase sales volume.

**Organization-Country Club Dubai (U.A.E)**

**Designation- Sr. Holiday Consultant**

**Duration- September 2014 - Mar2015**

(Country Club India Ltd is an entertainment and leisure conglomerate in India. A multi-million dollar entity and a listed company on BSE (Bombay Stock Exchange), Country Club India Ltd is a pioneer in the concept of family clubbing in the country. Country Club India Ltd has established 55 own properties, 175 franchised establishments and over staggering 4000 affiliations across the world.

Country Club India Ltd is the Country’s biggest chain of Family Clubs recognized by the Limca Book of World Records. Besides prominent citizens from all walks of life, they have around 600 Corporate Members including Microsoft, Hindustan Unilever Ltd., CMC Ltd and Dr. Reddy’s Labs.

Country Club India Ltd provides state-of-the-art Health Clubs, multi-cuisine restaurants, business centers, swimming pools and several other world-class facilities. A unique benefit to members joining the Country Club is the facility of transferability of membership from one city to another, paying the differential membership fee, in case the membership fee at the city to which transfer is sought is higher than the existing membership fee.)

Deals in Club Membership.

Deals in holidays packages of DAE.

Deals in Properties. (Specially in Lands and Service Apartments in different parts of

the country).Investor have the options either to leave the barren land and sell after the

Appreciation growth or to go for the long-term investment by constructing a condos and give us on rent.

**Accountabilities:**

* Managing product development and brand building,
* Monitoring competitor’s product and business strategy,
* Responsible for handling international and domestic clients.
* Responsible for marketing strategy.
* Achieving sales target every month.

**Organization-Panoramic Group of Companies**

**Designation- Sr. Holiday Consultant**

**Duration- June 2012 - August 2014**

Panoramic Group of Companies is a diversified multinational conglomerate engaged in the businesses of hospitality, travel & tourism and information technology. The Group has extensive geographical presence, with footprints across India, USA, New Zealand and UK. The hospitality, travel & tourism, and information technology businesses of the Group are handled by Panoramic Universal Ltd.

**Accountabilities:**

* Managing product development and brand building,
* Monitoring competitor’s product and business strategy,
* Responsible for handling international and domestic clients.
* Responsible for marketing strategy.
* Achieving sales target every month.

**Organization- Mahindra Holidays & Resorts India Ltd.**

**Designation- TME Cum Mentor**

**Duration- April 2011- March 2012**

Mahindra Holidays & Resorts India Ltd. (MHRIL), a part of the [Mahindra Group](http://en.wikipedia.org/wiki/Mahindra_Group), was founded in 1996 to provide holidays on a [timeshare](http://en.wikipedia.org/wiki/Timeshare) basis. MHRIL includes the brands Club Mahindra Holidays, Club Mahindra Travel, Club Mahindra Fundays, Mahindra Homestays and Zest.

**Accountabilities:**

* Responsibe for making clients Appointment to generate revenue of company.
* Handling pune and goa on site( resort) clients.
* Making MIS Reports and review Reports.

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**Organization – Dreams Realty RealEstate**

**Designation- Sales and Marketing Consultant**

**Duration – April 2010- March 2011**

**Accountabilities:**

* Dealing with clients for outright and rental deals
* Handling property exhibitions
* Managing Team of marketing and sales
* SOUL Selling sites of various groups
* Registration of property and stamp duty

**Significant Highlights:**

* Won the “Debate in –Inter College Competition during graduation
* .Won “The Most Active Participant”- Award during Graduation
* Represented School at “cricket & football at state and district level.
* Got many Merit & Participation Certificates during my work tenure.

**Educational Qualification**

* M. COM Pune university ( pune Maharashtra).
* B. COM Pune university ( pune Maharashtra).

**IT Skills**

MS Office tools like Word, Excel & Power point.

**Strenghts**

* Confident and Gregarious.
* Proactive Attitude.
* Extrovert
* Good Leadership Qualities.

**Personal Dossier**

**Date of Birth**  : 25th Feb 1989

**Marital Status**: Single

**Passport No**: L4645306

**Languages**  : English, Hind, Marathi.

**Permanent address**  : Aundh Gaon Pune 411007