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**SAYED ABRAR ANKOLEKAR**

**+91-9986480007**

**E mail id:** [**lvesayed@gmail.com**](mailto:lvesayed@gmail.com)

**Date of Birth 17-02-1991**

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| **A BRIEF SYNOPSIS** |

**MBA** with specialization in **Marketing** with experience of **19 months** in Sales and Marketing, Business Development and Client Relationship Management. Currently associated with **PropTiger.com** as **Assistant Sales Manager**. Fair understanding in increasing sales revenues, developing profitable and productive business relationships, coordinating with decision-makers, building an extensive client base, and market development. Been proactive and focused as a student and professional.

**PROFILE SUMMARY**

* Adept in marketing communication, image & brand building, leading, growing and managing professional associates and client relationships
* Identify key channel partners holding owners listings and convince channel partners meeting our criteria for signups.
* Coordinate with channel partners to verify supply.
* Assisting head in Resale of various Residential projects of Builders and Developers
* Handling cliental to solve their query and also sell them residential projects in the region.
* Making site visits to clients.
* Meeting Targets with Quarterly Deadlines and Business Development Operations
* Providing after sales services and assisting in Home Loans for the cliental**.**

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| **Marketing Skills** | |
| * Good convincing power * Networking * Team Spirit * Negotiation * Good decision making skills   **Technical Skills:**   * Basic C, Tally * Visual Basic * MS-Offices-Windows, Vista   **Area of interest :**   * Sales * Advertising * Market Research & to analyze the Brands in Market * Internet surfing |  | |
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| **Academic Credentials** |

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| S.No | SSLC / PLUS 2/ Degree | Year of Passing | University/Board | %age |
| 1 | MBA  ACHARYA BANGALORE B-SCHOOL, BANGALORE | 2014 | Bangalore University, Bangalore | 68% |
| 2 | BBA  KARNATAKA ARTS COLLEGE DHARWAD | 2012 | Karnatak University, Dharwad | 71% |
| 3 | PUC  BANGURNAGAR PU COMPOSITE COLLEGE DANDELI | 2009 | PU Board, Karnataka | 71% |
| 4 | SSLC  ST. MICHAELS CONVENT HIGHER PRIMARY SCHOOL DANDELI | 2007 | Karnataka Secondary Education Examination Board | 60% |

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| **Graduation Project** | |
| **Company** | ADITYA BIRLA MORE PVT LTD. Dharwad |
| **Title** | “PRICING STRATEGIES OF ADITYA BIRLA MORE” |
| **Internship** | |
| **Company** | SHODHA TOYOTA, Belgaum |
| **Title** | “ORGANIZATIONAL STUDY” |

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| **Awards & Achievements** | |
| **Academic** | * Attended Workshop on CASE STUDY WRITING, SOCIAL ENTERPRENUERSHIP. * Attended Augmentation program on NEGOTIOATION SKILL Participated in various inter college academic and cultural competitions and won prizes. * Organized National Fest IGNITE-2010 * Field Survey on Customer Satisfaction of Retail Sector |
| **Extra-Curricular** | * Participated Inter College BIZOMANIA-2013 Management Fest and won 1st prize in short skit. * Attended seminars on Leadership, Behavioral Skills, and Personal Grooming & Etiquette. * Made Industrial visit to ITC, ACE DESIGNERS, KMF, COCA-COLA, and WONDERLA as a part of Industrial Exposure. |

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| **Personal profile** | |
| **Address** | H.NO. 112 KOGILBAN DANDELI  DISTRICT:KARWAR TALUK: HALIYAL 581325 |
| **Languages Known** | ENGLISH, HINDI, KANNADA, KONKANI |