

# Murali Behera

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🇮🇳 Indian



## Profile

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Looking for a position in Marketing and sales that will allow me to grow professionally while also being resourceful and creative.

## Education

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**PGPM, IBS Bangalore**  2021 – 2023  
CGPA : 7.13/10 Bangalore, India

**B.Sc, maharajha college** *Andhra University* 2016 – 2020  
CGPA : 7.04/10 vizianagram, India

**11th & 12th grade,** Gayatri Junior College(A.P board) 2014 – 2016  
Percentage : 87 % srikakulam, India

**10th grade,** *Z P H School(A.P board)* 2013 – 2014  
CGPA : 88% Srikakulam, India

## Summer internship

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Title: **A Study On Perception Of Investors Investing In Life Insurance**

02 /2022 – 05/2022

Company: AIM INDIA CORP.LTD

Description:

- Generating sales,
- Collecting data,
- Handling walk-in clients, understood the customer buying behavior for purchasing an insurance policy.
- Maintaining a healthy relationship with the clients.
- Conducted Market research to find out the why investors are investing in life insurances and how they get profit.
- Setting up meetings with potential clients and listening to their wishes and concerns.

## Work Experience

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### **Assistant sales manger**

### **Property cloud realty specifier ltd(Godrej Properties )**

12/01/2023 to 10/12/2023

#### Client Relationship Management:

Showcase my skills in building and maintaining strong client relationships. Mention any successful negotiations and deals closed.

#### Sales Strategy:

Outline strategies implemented to boost sales and improve team performance. Emphasize any innovative approaches to attract clients and close deals.

#### Problem Solving:

Provide examples of challenges faced and how you successfully resolved them. Showcase adaptability and critical thinking in overcoming obstacles.

#### Technology Proficiency:

Mention proficiency in real estate software, CRM tools, and other relevant technologies. Highlight any role in implementing new technologies for improved efficiency.

## **Sales manager (East-North Bangalore)**

### **Star Estate(Godrej Properties)**

December 2023 – September 2024

#### **Sales and marketing:**

Generated leads, conducted site visits, and closed deals for new residential projects in Bangalore, resulting in 25% increase in sales revenue on second quarter. Successfully sold 08 number of properties in Bangalore's prime locations, resulting in revenue growth of 35 lakhs.

#### **Client Relations:**

Built and maintained strong relationships with clients, developers, and industry partners in Bangalore, ensuring repeat business and referrals.

#### **Business Development:**

Identified new business opportunities, partnerships, and revenue streams in Bangalore's real estate market, driving growth and expansion.

#### **Market research:**

Analysed market trends, demand-supply dynamics, and competitor activity in Bangalore's real estate market, understanding running pre launching projects and upcoming projects to educate existing customers and new customers through virtual presentations and telephone conversations.

### **Senior client advisor**

### **Nobroker.com(East-Bangalore)**

#### **Godrej Properties)**

September 2024 – present

**Educating clients:** Providing clients with information about property investment, incentives, and strategies

**Guiding clients:** Assisting clients through the decision-making process and providing support throughout the buying process

**Building relationships:** Developing rapport with clients and maintaining long-term relationships

**Networking:** Seeking referrals and networking to grow client base

Representing the brand: Representing NoBroker with integrity and bringing value to clients

**Staying informed:** Staying informed about real estate market trends and bring them ar site visit to see property

**Handling objections:** Handling objections and convincing customers regarding price offering buyer benefit programs and inform them about appreciation.s

## Skills

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**Academic skills** ( *strategic management, integrated market communication, Market Research business intelligence, customer relationship management, advance excel* ) **Soft skills** (Time management , Analytical Skills, Team work, multitasking.)

## Languages

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### English

*Proficient in reading, writing, comprehending and speaking*

### Telugu

*Proficient in reading, writing, comprehending and speaking*

### Hindi

*Proficient in reading, writing, comprehending reading, writing, and speaking speaking*

### Oriya

*Proficient in comprehending and speaking*

## **Interest**

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- **Reading articles on politics**
- **Advertising new thoughts**
- **Cooking**
- **playing Kabaddi**