

Murali Behera

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🇮🇳 Indian

Profile

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

Education

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

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

Assistant sales manager

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 benfit programs and inform them about appreception.s

Skills

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

English

Proficient in reading, writing, comprehending and speaking

Telugu

Proficient in reading, writing, comprehending and speaking

Hindi

Proficient in reading, writing, comprehending and speaking

Oriya

Proficient in comprehending and speaking

Interest

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