**Nitish Kumar**

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Seeking new assignments in **Sales & Marketing** / **Operations / Business Development** with a leading organization of repute preferably in Real Estate industry

**Profile Summary**

* 4+ years of experience in Sales & Marketing, Brokerage, Revenue Generation, Client Relationship Management, Property Assessment, Intermediary Operations and Documentation
* Proven ability in achieving / exceeding targets, opening new and profitable product/services markets and setting up business operations in untapped markets
* Distinction of exploring new markets for businesses growth and streamlining sales & marketing operations
* Result oriented achiever with excellent track record for identifying opportunities for accelerated growth
* Demonstrated proficiency in managing teams to work in sync with the corporate set parameters & motivating them for achieving business & individual goals
* Proficient in cementing healthy relationship with clients & rendering effective service

**Core Competencies**

**Business Development:**

* Steering operations with a view to achieve organizational objectives and ensure profitability
* Working in close relation with marketing team; interpreting the competition after in-depth analysis of market information to fine-tune the marketing strategies and escalating business volumes

**Sales and Marketing:**

* Spearheading entire operations for promoting products, achieving business goals and increasing sales growth
* Reviewing & interpreting the competition & market information to fine tune the marketing strategies

**Team Management:**

* Mentoring and training of the field functionaries to ensure the sales and operational efficiency
* Creating dynamic environment that fosters development opportunities and high performance amongst team members

**Organizational Experience**

**InvestInNest.com, (Pioneer Medialine Services Pvt Ltd.) Gurgaon**

Mar’12- Feb’13 – Sr. Portfolio Manager (InvestInNest)

Mar’13- Jan’14- Deputy Manager- Sales (InvestInNest)

Feb’14- Till date – Manager- Sales (InvestInNest)

**Key Result Areas: as Manager (Sales)**

* Handling team queries and providing them product & business related trainings in terms of achieving team/Individual targets
* Adroitly assisting clients with property sales and development as well as interviewing the clients to determine what kind of properties they are seeking
* Accountable for selling/Promoting residential and commercial projects and meeting sales objectives and general quality of services to the clients
* Perform Sales and Marketing calls to reserve meetings with prospective clients for individual as well as team targets
* Making Calls and fixing face-to-face meeting with prospective customers and presenting project detailed presentation to assist new business deals
* Overseeing the entire operations inclusive of:
* Composing a list of compatible properties that are within the buyers’ needs and their financial resources
* Promoting sales of properties through advertisements and open houses activities
* Arranging all closing activities & schedules convenient to all concerned
* Producing the lead flow, through personal referrals from satisfied buyers/sellers and network of partner realtors

**Feb’11-Mar’12 with Karvy Realty India Ltd (Real Estate Segment of Karvy Group), Gurgaon as Business Development Officer**

**Key Result Areas:**

* Marketing and selling of residential /commercial projects in Gurgaon and meeting sales objectives through
* Promoting and selling Karvy’s own plotted venture in Hyderabad “KARVY NOVA”
* Organizing site visits and performing Marketing calls to reserve meetings with prospective clients for individual as well as team targets
* Call and face-to-face visit prospective customers and presented project detailed presentation to assist new business deals
* Organizing Promotional campaign in societies in terms of generating leads and creating awareness
* To identify the potential customers & market analysis of new or upcoming projects
* Instrumentally drove & expanded the business by acquiring new Preferred Real Estate clients & servicing existing clients for generating revenues

**Academic Details**

* MBA (PGDM) from IILM Institute for Higher, Gurgaon in 2011 with 75% of Marks
* BBA from Dr. R.M.L. Avadh University, Faizabad UP in 2008 with 67% of Marks
* 12th from St.TD Inter College, UP Board in 2005
* 10th from St.TD Inter College, UP Board in 2003

**Key Projects/Certifications/Achievements**

* Summer Internship from Somany Ceramics Pvt Ltd. New Delhi
* Live Project from Titan Industries Ltd - Retail Segment of watches at Ambience Mall Gurgaon
* Certificate in Capstone Business Simulation Program in terms of running a profitable business.
* Awarded for Best employee of the month for highest revenue generation in the month of April’13
* Diploma in Management (DIM) from IGNOU New Delhi

**Personal Details**

Date of Birth: 20th August 1988

Address: H. No. 347/40, Sector 40, Gurgaon

Languages Known: English and Hindi

Date:

Nitish Kumar Gupta