**Vishal Aggarwal**

**Current Address:**- H. No 3 R.B Estate Loharka Road, Amritsar

**Cell:** +91 9876908099⬩**E-mail:**[vish\_aggarwal85@yahoo.co.in](mailto:vish_aggarwal85@yahoo.co.in)

**MBA Certified Assistant Sales Manager with Approx. 5 years of experience in Real Estate Sales and Operations**

(**Objective**: Seeking a position of Senior/Manager Sales in the Real Estate)

**Proven expertise in**: Sales Management⦁ Leadership⦁ Self Learning Skills

Problem/ Issue Management ⦁ Pro- Active Skills

* Track record of conceptualizing and executing strategies to accomplish key organizational targets.
* High-level leadership and mentoring ability.
* Excellent interpersonal and communication skills.

**Career Profile**

**Senior Manager Sales – Grow and Earn Realty Ltd, Gurgaon**

**(June 15, 2014 till December 15, 2014)**

**Job Profile:**

* Responsible to appoint new quality sub broker.
* Responsible for handling investor’s queries.
* Appointment of Property Dealers/Consultants all over Delhi Region.
* Searching for prospective Clients/ Investors interested rental Income projects.
* Providing Pre and Post Sales Services to the Client.
* Direct meeting with clients, explaining about the projects, motivating clients for investment and conducting site visits with clients, as and when required
* Managing client lead data confidentially and systematically this includes clients profile, contact details and updating their records from time to time.
* Responsible to nurture and develop good relations with existing as well as new clients by apprising them periodically of companies existing as well as new investment schemes.
* Produce “MOLF” (My Own Lead Flow), through personal referrals, satisfied Tenants /buyers/sellers & network of partner realtors/ International Client (NRI’s)

**Assistant Sales Manager – Advance India Projects Ltd, Amritsar**

**(June 07, 2011 till June 15, 2014)**

**Job Profile:**

* + Handling the Sales of Retail Project “**Celebration Mall**” in Amritsar.
  + Handling the Leasing of Retail Project “**Celebration Mall**” in Amritsar.
  + Handling the Sales of Upcoming Residential project “**Peaceful Homes**” in Sector 70-A Gurgaon in Punjab Region
  + Handling the sales of the Upcoming Commercial Project “**Business Club**” In Sector 62, Gurgaon in Punjab Region.
  + Appointment of Property Dealers/Consultants all over Punjab Region.
  + Dealer Network All over Punjab Region.
  + Searching for prospective Clients/ Investors.
  + Responsible for Collections and Billing.
  + Providing Pre and Post Sales Services to the Client.

**Achievements:**

* Sold 13000 Sq. ft. Retail Area “**Celebration Mall”**, Amritsar.
* Leased 10000 Sq. Retail Area “ **Celebration Mall”**, Amritsar
* Sold 10000 Sq. ft. Commercial Area “**Business Club**” In Sector 62, Gurgaon
* Sold 7500 Sq. ft. Residential Area “**Peaceful Homes**” in Sector 70-A Gurgaon
* Sold approx. 4000 sd. yard area at Alternate project of the Company i.e. Dream City (A Joint venture between Advance India Projects Limited and the Ambuja Group.

**Senior Sales Executive- Dig Vijay Real Estate and Developers Pvt. Ltd, Amritsar**

**(November 10, 2010 till June 06, 2011)**

**Job Profile:**

* Selling of Residential Flats 1/2/3/ Bedroom.
* Appointment of Dealers in Amritsar and outside Amritsar.
* Attending Walk-in Customer
* Taking care of Pre and the post sales requisites of the customers.
* Customer Satisfaction.

**Achievements:**

* Sold 25 Flats for Dig Vijay Real Estate & Developers Pvt. Ltd. ( A Residential Project named Golden Greens)

**Process Specialist- Auth Bridge Research Services Pvt. Ltd, Gurgaon**

**(April 05, 2010 – November 05, 2010)**

**Job Profile:**

* Screening and checking the final report before sending it to the client.
* Getting the Amendments done from the various Verification Specialist i.e. Education

Specialist, Address Verification, Police Verification, Employment Verification, Drug Test Verification

* Collating the Entire report made by Different Verification Specialist.
* Marking the Report as Clear and Non Clear as per the requirement and Guidelines of the respective Client.
* Sending the final report to the Client

**Achievements:**

* Awarded as Debutant of the Month working as Process Specialist.

**Financial Advisor-ING Life Insurance, Amritsar**

**(April 2008 till March 2010)**

**Job Profile: (off Role)**

* + Selling of the Policies of the Company.
  + Finding the Prospective Client

**Extra- Curricular Activities**

* Awarded with the certificate for participation in the “**Commerce Society**”
* Participated in the Pageants fest organized by Lovely professional University Phagwara in the play “**Female Feticide**”.
* Awarded certificate for participation in seminar on **Supply Chain Management** by **Mumbai’s Dabbawala.**

**Education & Certifications**

* **Master of Business Administration (honors)** - Finance and Marketing from Lovely Professional

University, Phagwara (2009) with 70% marks.

* **Bachelor of Commerce** from D.A.VCollege (G.N.D.U), Amritsar (2007) with 64.5% marks
* **Higher Secondary**from Ajanta public School (C.B.S.E), Amritsar (2004) securing 81.4%marks.
* **Matriculation** from Ajanta Public School (C.B.S.E), Amritsar (2002) securing 62.2% marks.

**Personal Particulars**

* **Date of Birth:** 25th August 1985.
* **Languages:** English, Hindi & Punjabi.
* **Passport:** Valid Indian Passport holder
* **Reference:** Available on request.

**VISHAL AGGARWAL**