



Nishant Gupta

Director- Real Estate Consulting

✉ ngupta690@gmail.com

☎ 9099935789

📅 12 Years 1 Month

About me

Results-driven Sales Professional | Expertise in Real Estate Consulting, Corporate Sales, and Business Development | Strong Team Handling and Key Account Management Skills | Proven Track Record in New Client Acquisition and Commercial Negotiations

Key Skills

Real Estate Sales



Corporate Sales



Key Account Management



Business Development



Team Management



Client Relationship Management



Commercial Negotiations



New Client Acquisition



Marketing Strategies



Analytical Skills



Career Timeline

- 2017 - Present
Zencorp Realtors
- 2017 - 2017
Commonfloor.com(Quikr India Pvt Ltd)
- 2011 - 2017
99acres.com (Info edge India Ltd)

Profile Summary

I am an accomplished sales professional with extensive experience of 12 years, being a freelancer as well as a corporate sales person. As a freelancer in real estate consulting, I have 6 years' experience in property sell/rent/lease. As a Manager-Corporate Sales, I led the retail and enterprise teams, guiding them to achieve sales closures and monitoring key account renewals. I have a proven track record of maximizing new client acquisition and upgrading existing clients, resulting in revenue generation. With a strong expertise in space selling and commercial negotiations, I have successfully sold online advertisements and developed management reports. My technical skills in MS Office, ERP Sales, and CRM further enhance my ability to excel in sales and client relationship management.

Education

MBA/PGDM

IBS(Ahmedabad)

2012 Full Time

B.Tech/B.E.

North Maharashtra University

2009 Full Time

XIIth

English

2005

Xth

English

2003

Technical Skills

✓ MS Office

✓ ERP Sales

✓ CRM

Personal Details

Date of Birth
19-Dec-1986

Gender
Male

Address
W 406 Venus Parkland Vejalpur

City
Ahmedabad

Country
INDIA

Marital Status
Married

Work Experience

Director- Real Estate Consulting Zencorp Realtors

2017 - Present

- Worked as a freelance real estate consultant for 6 years, specializing in assisting property seekers with their buying or renting needs.
- Successfully marketed properties to potential buyers and generated leads through effective strategies.
- Conducted site visits and provided detailed information to clients, resulting in increased sales and satisfied customers.
- Negotiated favorable terms and closed deals, ensuring both parties were satisfied with the transaction.
- Prioritized client servicing and maintained strong relationships with clients, resulting in repeat business and referrals.

Manager-Corporate Sales Commonfloor.com(Quikr India Pvt Ltd)

2017 - 2017

- Led the entire retail and Enterprise team of Gujarat, overseeing team handling and guiding them for sales closures.
- Monitored key account renewals and servicing, ensuring client satisfaction.
- Proactively monitored and facilitated new client acquisition, maximizing business growth.
- Developed and implemented MIS and management reports, providing valuable insights for decision making.
- Successfully sold online advertising space to clients, driving revenue generation.
- Consistently focused on maximizing new client acquisition, retention, and upgrading existing clients.
- Conducted commercial negotiations and closed deals, supporting the team as and when required.

**Business Manager-Corporate Sales
99acres.com (Info edge India Ltd)**

2011 - 2017

- Led and managed the retail team for the entire Ahmedabad region, ensuring smooth operations and achieving sales targets.
- Mentored and guided team members to effectively close sales deals and maximize revenue.
- Monitored key account renewals and provided exceptional servicing to ensure customer satisfaction and retention.
- Implemented strategies and actively monitored the acquisition of new clients to expand the customer base.
- Developed and maintained MIS reports for effective management decision making.
- Successfully sold online advertising space to clients, maximizing revenue generation.
- Proactively worked towards acquiring newclients, while also focusing on retaining and upgrading existing clients.
- Conducted commercial negotiations and closures, whenever required, to ensure profitable deals for the team.