

# KARTAVYA SURI

## CONTACT

- +91 7838168448
- kartavyasuri@gmail.com
- New Delhi
- [https://www.linkedin.com/in/kartavya\\_suri](https://www.linkedin.com/in/kartavya_suri)

## PROFILE SUMMARY

Dynamic sales professional and results-driven achiever with expertise in client acquisition, sales strategy, and relationship management. Successfully drove growth for an online real estate marketplace, securing 450+ bed listings across Gurgaon and Mumbai through proactive outreach and negotiation. Skilled in pipeline management, closing high-value deals, and fostering partnerships. Adept at cross-functional collaboration and executing data-driven sales plans. Proven ability to exceed targets and boost revenue, backed by 1+ year of hands-on sales experience.

## EDUCATION

**NARSEE MONJEE INSTITUTE OF MANAGEMENT STUDIES, MUMBAI**  
2021 - 2024

- Bachelors of Business Administration

**GITARATTAN JINDAL PUBLIC SCHOOL**

2019 - 2021

- CBSE X-XII

## SKILLS

- Leadership & Project Management
- Market Research & Analysis
- Sales & Customer Relationship Management
- Growth & Strategic Decision Making
- Business Development
- Operation & Process Optimization
- Digital Marketing & Lead Generation
- Excel & Google Sheets (Data Analysis & Reporting)
- Hubspot, CRM

## WORK EXPERIENCE

**KASA | mykasa.co.in** (Now Shutdown)

FEB 2024 - JAN 2025

CEO & Founder | Mumbai

- Launched and scaled an online real estate marketplace called KASA. Led sales, operations, and marketing to drive rapid user acquisition and revenue growth.
- KASA was a PG platform at first for NMIMS students, Drove 3,000+ monthly visitors and ₹10L revenue in 6 weeks via targeted outreach, pricing optimization, and conversion-focused campaigns.
- Successfully pivoted the business model where people can rent rooms instead of an entire flat, resulting in the onboarding of 450+ beds across Mumbai and Gurgaon.
- Built landlord relationships, negotiated and closed high-value property deals, securing long-term partnerships and ensuring platform scalability through structured sales processes.

**Universal Adventures**

FEB 2023 - APRIL 2023

Operations Intern | Remote

- Streamlined daily operations by optimising workflows, managing inventory, and coordinating with teams, resulting in improved efficiency and productivity.
- Implemented process improvements to enhance operational performance and support scalable growth.
- Collaborated with cross-functional teams to manage vendor relationships, ensuring seamless business operations and timely project delivery.