

Amit  
Kapoor

Strategic Realtor

Contact

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New Delhi

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Skills

- MARKET ANALYSIS
- MAPPING
- INVESTMENTS
- CLOSING (SALES)
- INTERNATIONAL BUSINESS
- SALES
- OPERATIONS
- EXHIBITIONS
- BUSINESS DEVELOPMENT
- NEW BUSINESS DEVELOPMENT
- REAL ESTATE INVESTMENT MANAGEMENT
- PLANNING
- CUSTOMER SATISFACTION
- LEADERSHIP
- FILE MANAGEMENT

Results-driven Business Development Manager with over 15 years of expertise in new business development, sales, international business, customer relationship, and key account management. Distinguished career with extensive international experience in India and overseas with multinational companies. Proven track record of driving growth and cultivating strong, enduring partnerships in the global business landscape.

Work History

2023-11 - Current	<div>Strategic Partner</div> <div>My Own Venture, New Delhi, New Delhi</div> <ul style="list-style-type: none"><li>Established business to strategically direct career trajectory.</li></ul>
2023-09 - 2023-11	<div>General Manager-Sales</div> <div>Ocus Group, Gurugram</div> <ul style="list-style-type: none"><li>Led 8-member sales team to consistently achieve and surpass sales targets.</li><li>Worked with executive leadership to strategically enhance project positioning in the marketplace.</li><li>Created and applied pricing and brokerage policies aimed at increasing profit margins.</li><li>Expanded the channel partner network by developing a dedicated upcountry team.</li><li>Implemented creative sales approaches to boost revenue growth.</li></ul>
2021-12 - 2023-08	<div>Senior Sales Manager</div> <div>M3M, Gurugram</div> <ul style="list-style-type: none"><li>Managed client and partner relationships to secure sales completions.</li><li>Oversaw sales activities in Commercial and Residential sectors.</li><li>Increased strategic growth by integrating additional channel partners.</li><li>Oversaw accurate documentation processes for client interactions.</li><li>Recruited new channel partners to enhance sales network efficiency.</li><li>Achieved unprecedented revenue by reaching a sales milestone of 225 CR in Q3 and Q4.</li></ul>
2021-02 -	<div>Senior Sales Manager</div>

- INFRASTRUCTURE
- SERVICE QUALITY
- FINANCIAL PLANNING
- SALES TERRITORY

2021-12

*Paras Infrastructure , Delhi*

- Managed sales campaigns for NCR projects, enhancing revenue growth.
- Supervised and encouraged a driven sales team of four, improving sales methodologies.
- Directed comprehensive network of Channel Partners in Gurgaon and Noida, securing wide market reach.
- Strategically expanded the Channel Partner portfolio, fostering new partnerships to amplify market reach.
- Supplied marketing collateral to enhance product visibility and brand recognition in competitive markets.
- Cultivated enduring customer relationships, leading to increased lead generation and customer loyalty.

2019-12 -  
2021-02

### **Senior Manager - Sales**

*Lodha, Mumbai*

- Directed sales strategies for Lodha Projects in Mumbai's residential and commercial markets.
- Collaborated with premium loyalty clients in Delhi to boost repeat transactions and secure referrals.

2016-07 -  
2019-11

### **Sales Manager**

*Spaze , Gurgaon*

- Managed commercial project initiatives, encompassing preleased properties including Arrow, Tristar, Boulevard, and Palazzo.
- Boosted revenue by leveraging untapped market potential.
- Promoted Spaze ventures to high net worth clients across India and the UK.
- Formed strategic alliances to enhance global presence.
- Provided comprehensive customer support, ensuring a seamless journey from initial sale to final transaction.
- Cultivated talent through effective management and training of Junior Sales Associates.

2012-04 -  
2013-05

### **Portfolio Consultant**

*DAMAC International, Dubai*

- Spearheaded premium DAMAC property sales

across UAE & UK, including Akoya, Marina Heights, and Park Towers.

- Managed high-net-worth individual portfolios, optimizing investment strategies.
- Facilitated revenue increase by closing deals worth more than 2.5 million AED/INR 4 Crores.
- Fostered new business development through strategic networking events.
- Performed analysis of market trends to uphold competitiveness in changing real estate environments.
- Ensured meticulous compliance with state regulations in client record management.
- Cultivated and strengthened customer relationships to enhance lead generation and repeat business.

2009-03 -  
2012-02

### **Assistant Manager**

*Hiranandani (Hirco), London*

- Spearheaded business development initiatives by engaging in Property Events and Exhibitions, resulting in the acquisition of new clients.
- Achieved a 5% increase in the customer base by securing high-profile accounts, including HDFC UK, ICICI Bank UK, and LIC UK.
- Fostered strong relationships with Channel partners to stimulate lead generation within the designated sales territory.
- Ensured exceptional customer satisfaction through the management of customer-focused operations and adherence to service delivery standards.
- Utilized Salesforce software proficiently to track and manage all sales leads effectively.
- Delivered comprehensive sales documentation to clients, ensuring clarity and completeness in transactions.

2007-06 -  
2009-01

### **Senior Relationship Manager**

*ICICI Direct.com*

- Selling mutual funds, trading & demat accounts.
- Advising customers on different investment products.
- Cross-selling different products & services.
- Retaining clients by making sure they have good

returns for their investments.

- Answering telephone calls, client queries & emails.
- File management and maintaining client records.
- Generating business presentation.
- Successfully achieved the quarterly assigned target of 13 Lakhs in 2007.
- Top performer of the company in Q1 2008 by managing highest revenue in Financial Planning of INR 8.5 Crores.

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## Education

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2005-01

**MBA**

*AMITY BUSINESS SCHOOL - Noida*

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## Personal Information

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- Date of Birth: 03/14/19
- Nationality: Indian
- Marital Status: Married