



PROFESSIONAL EXPERIENCE

City Head – Channel Sales | [Livespace.com](#)

Del, In | Dec '18 – Jun '19

Key Achievements

- Achieved a revenue of **INR 1.5 Cr** per month by conducting ~50 client/broker meetings on a monthly basis

Lead Generation, Sales & Team Leadership

- Led a team of **11 members** across Client meetings, Lead Collection, etc.
- Generated 500 leads and conducted ~50 client/broker meetings per month while reporting to the **Senior Director**
- Coordinated with Interior Designing team and Operations team to manage sales via field and tele-sales teams
- Analyzed market periodically to gain critical insights w.r.t market potential

Regional Manager – Channel Sales | [Furlenco.co](#)

Del, In | Feb '17 – Nov '18

Key Achievements

- Managed to grow the **offline** subscription **business** from **zero** to ~220 orders per month while achieving industry's **highest** average rental value of **3000**

Team Management & Market Analysis

- Spearheaded, mentored and coached a team of **10 members** to manage sales via real-estate consultants, relocation Companies, guest-house companies while reporting to the **Director – Sales & Operations**
- Launched **Offline Channel** in Delhi NCR by liaising with Operation Team, Warehouse team, Field Verification Team, Finance Team, Last Mile team
- Periodically analyzed competitors, mapped market trends and changed plans accordingly to maximize sales

Manager - BD | [Rentomojo.com](#)

Noida, In | Jan '16 – Jan '17

- Led the channel sales team of ~10 members across Mumbai, Delhi & Noida to ensure 450+ subscriptions per month
- Cultivated business relationships with ~200 real estate agents

City Relationship Manager | [Indiahomes.com](#)

Mum, In | Aug '14 - Dec '15

- Achieved a revenue of **INR 15 Lac** by mentoring a team of 3 sales executives

Territory Manager | [Indiaproperty.com](#)

Mumbai Mar '12 – Jul '14

- Managed a team of **5 relationship managers** to maintain relationships with 250 Brokers and 30 Builders and consistently meet corporate sales goals

Account Manager | [Makaan.com](#)

Mum, In | May '10 – Mar '12

- Generated orders by maintaining relations with builders, sole sellers and media agencies



CHANNEL SALES
PROFESSIONAL & REVENUE
GENERATION EXPERT

PROFESSIONAL SUMMARY

~10 years experienced Channel Sales professional spearheading cross-functional teams to drive bottom line. Skilled in conducting market analysis, build sales plans & fostering stellar business relationships to provide compelling value to the stakeholders.

KEY SKILLS

- Team Leadership & Management
- Sales & Business Development
- Lead Generation & Channel Sales
- Stakeholder Management
- Sales Planning & Forecasting
- Revenue Generation
- Client Relationship Management
- Market Research & Mapping
- Competitor Analysis

EXTRA-CURRICULAR ACHIEVEMENTS

- NCC Training with B certificate
- National Conference
- Certified Fitness Trainer
- Represented District Cricket Team

EDUCATION

- M.B.A - Marketing | Barkatullah University | Bhopal, In | '08 – '10
- B. Sc. – Computer Science | Jiwaji University | Gwalior, In | '04 – '07