

Resume



Vijay Dattu Jadhav

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:OBJECTIVE:

will lead and take the responsibility for achieving the new horizon towards the wisdom of organization.

:Professional Qualification:

MMS(Marketing), M.com(Business Administration), B.com(B&F)

:Work Experience: Total 12 Years

INDUS TOWERS LTD (March 2020-To-present

(SENIOR AREA EXECUTIVE)

- ❖ Site Acquisition for new built site as well as old site more than 1400.
- ❖ Handling all documentation part from Acquiring Lands to Completion tower on Air.
- ❖ Handling government Department for permission of Tower as well as new & Old towers Tax Regularization, Meeting with GP Body, Municipal council and Municipal Corporation.
- ❖ Working closing with local Advocates for agreements register offices for registration and Dew diligence reports.
- ❖ Public Issue resolution through police station, Circle Offices, tahsildar and local Judicial Court, local Politician, Corporator, MLA as well as Collector offices
- ❖ Handling the Tribble land NOC through politician and Collector office, Forest offices, Town planning Departments.
- ❖ Handling multiple districts solapur, osmanabad, sangali, satara, beed, raigad, Thane and Palgharetc, for Building new tower on private lands, Building,

government body, trust for end to end service from selecting best location without any litigation for tower to handover to operation team.

- ❖ Handling all types vendors and getting work done from them.
- ❖ Given top performance in year of 2020-2024 more than 300 site built.
- ❖ Given lowest average rental bandwidth throughout topper in Maharashtra in Circle.
- ❖ Given many idea and implementation for better results and productivity for backend team.
- ❖ Revenue Generated more than 60 Cr in last 4 year.

Quikr India Pvt Ltd (Nov 2018-To-Dec 2019)

(Commonfloor.com portals-Key account Manager)

- ❖ Agenda was to meet the local Builders and Brokers for Onboarding them through selling the Listing property posting packages for generating leads for selling their property through commonfloor.com portals.
- ❖ supported to customer for listing in better way and getting better result.
- ❖ Managing relationships with old as well as new Builders & Brokers at Commonfloor.com portals.
- ❖ Responsible for renewals and expansion sales, BTL Activity, Online Campaign of PPC, Banner campaign ETC.
- ❖ coordinating with product manager, operation manager, teammate & new Join
- ❖ coordinating the customer and suggesting the best possible solution.
- ❖ On boarded more than 100 Clients achieved the Targets.

NirmitiPvt Ltd (June 2014 to September 2018)

(Assistant sales Manager)

- ❖ Handling the land acquisition for the builders and developers sold land ticket size from 2 cr to 100 cr.
- ❖ Handled redevelopment projects from Mumbai Municipal corporation under the DSR Rules.
- ❖ Handled the society managements for the convincing building redevelopments plan, coordinated with Lawyer, architect to making plan for the builders in malad, goregao, thane, dadar and navi Mumbai and panvel onwards.

- ❖ Transaction done with land lord for selling to builders and also researched done on financial plan for executing projects.
- ❖ Prepared the documentation part of society as per the needed like MOU, Convince deed, registration through lawyer.
- ❖ As per FSI and TDR convinced the builders for the takeover.
- ❖ Coordinated with the PMC agency as well as the Town planning, CIDCO, for the OC, CC and permission as per the requirement.
- ❖ Coordinated with the architect regarding plan of building about for project execution.

Nirmiti private limited (June 2012 to June 2014)

(sales Executive)

- ❖ Lead Generation Through Property Portal for the Residential property, Commercial property, Lands agricultural and NA plots.
- ❖ Collecting property Data through online, society meets & Builders site visit.
- ❖ Cold calling to clients for site visits and closing the deals.
- ❖ Preparing agreements, handling loans for client for new purchase or resale free hold and CIDCO lease properties.
- ❖ Dealing with land Owners from area of Raigad, Navi Mumbai, Mumbai and Pune area.
- ❖ BTL activity done for leads generation through paper inserts, pamphlet distribution, live interaction with clients through canopy etc.
- ❖ Site visiting with clients and closing deals, handled ticket size from 30 lack to 4 cr.
- ❖ Target achievement: leads generated and closed deals in groups of 4 around 124.

Kshitij Builders & Developers.(sept 2010 to Aug2011)

Sales Executive

- ❖ Second home project at khalapur and murbad
- ❖ Cold calling to Local and HNI customer to visjit site

- ❖ Handling client HNI & Domestic client
- ❖ Closed deals and generated the revenue for the company around 1 cr.

CORE COMPETENCIES:

- ❖ Good communication skills
- ❖ Corporate selling
- ❖ Interpersonal convincing skills
- ❖ Client servicing & Organizing team skill.
- ❖ Legal Knowledge of property, Land, Agreements, Compliance and process.
- ❖ Optimistic Toward The work
- ❖ Advertisement skills of ATL & BTL activity
- ❖ Can manage profit centre
- ❖ Handle the pressure.
- ❖ Digital Marketing(PPC, Facebook, Linked in

COMPUTER COMPETENCY:

- ❖ MS-Word, PowerPoint, Excel sheet, SEO process
- ❖ Windows and Internet Applications.

EXTRACURRICULAR ACTIVITIES

- ❖ Participation in inter college speech competition & received certification
- ❖ Anchoring in college festival & received certification.
- ❖ Received Training in MCC & received the certification

ACADEMIC BACKGROUND

Qualification	Board/ University	Institution	Year of Passing	Percentage scored
M.M.S (Marketing)	Mumbai	IMCOST Thane	2010	63%
M.Com(Business administration)	Pune	BMCC PUNE	2008	47.63%
B.com	Aurangabad	SRT Ambajogai	2006	73%

12 th	Pune	YMA Ambajogai	Mar. 2002	40.00%
10 th	Pune	VV Parli-Vaijanath.	Mar.2000	52%

❖ PERSONAL DETAILS

- **Marital status: Married**
- **D.O.B.: March 15, 1983**
- **Passport No:R2708210**
- **Nationality: Indian**
- **Languages Known: English, Marathi, Hindi**
- **Interest: Traveling, Reading, listening to music**
- **Residential Address:203, Arcade Recidency, kalher, thane.**
- **Permanent Address: AT-vasantnagar,Ta.Post-Parli-Vaijanath, District-Beed (Maharashtra)**

I do hereby state that the above mentioned information is true to the best of my knowledge & belief.

Thank You