

**Suresh Kumar**

**Mobile Phone: +91 9966339871**

**Email: sureshm2030@hotmail.com**

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**Seeking position in Sales Management / Business Development in Real Estate organization of reputed**

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**Personal Overview:**

I enjoy a challenging work environment and get along well with colleagues. I am focused and disciplined with a strong work ethic and adapt quickly to a continually changing and dynamic work atmosphere. I am quick learner, a go-getter and know my ability to develop rapport with others. My communication style would make me an asset to organization.

**Academic Qualification**

1. Master of Business Administration (MBA-Marketing & Systems) from Sikkim Manipal University from . 2005-2008.
2. Bachelor Degree (Economics) from Kakatiya University, Andhra Pradesh, India 1998.
3. Intermediate (10+2) (Maths, Physics, Chemistry) from Board of Intermediate, A.P, India 1995.

**Technical Qualification**

1. Higher Diploma in Computers at APTECH Computer Education, from 1997-1999

**Knowledge in IT**

O/S: Windows 10

Packages: MS-Office/ Tally/ CRM/ Sell.do / ERP

**Languages Known**

English, Hindi, Telugu

**Area In Expertise**

Role: Corporate Sales, Team Leading, Channel Marketing, Agent Network, International Marketing

**Professional Experience**

1.

**June 2022 to Present**

**Company: Nivee Property Pvt Ltd**

**Place:** Hyderabad – India

**Role:** GM-Sales - Real Estate

**Products & Solutions:**

Luxury Residential Villas, Flats

**Duties & Responsibilities:**

Handling & driving direct sales team and inside sales team, handling digital marketing team for lead generation, monitoring, guiding, motivating team members, establishing new channel partners/ agents, handling pricing, negotiations & deal closings. Driving through target achievements, sales closures, streamlining sales visits, follow up details, deal closing details, Daily meeting, weekly meetings with sales team on site visits and closing, handling and analyzing of market plans- social networking, digital marketing, print media etc., weekly meeting with management. Sales department budget planning and execution.

2.

**Aug 2020 to May 2022**

**Company: S&S Green Projects Pvt Ltd**

**Place:** Hyderabad – India

**Role:** Sales Head - Real Estate

**Products & Solutions:**

Luxury Residential Flats, Villas

**Duties & Responsibilities:**

Handling & driving direct sales team, train, deploy sales team, monitoring, guiding, motivating team members, establishing new channel partners/ agents, handling pricing, negotiations & deal closings, Driving through target achievements, sales closures, streamlining sales visits, follow up details, deal closing details, weekly meetings with sales team on site visits and closing, handling and analyzing of market plans- social networking, digital marketing, print media etc., monthly meetings with management. Sales department budget planning and execution.

3.

**July 2015 to July 2020**

**Company: Peak Properties Pvt Ltd**

**Place:** Hyderabad – India

**Role:** Sr Sales Manager - Real Estate

**Products & Solutions:**

Residential Flats, Villas

**Duties & Responsibilities:**

Direct sales through lead generation by calling and handling channel partners leads, site visiting with clients, helping sales team in closing deals, pricing & negotiation, active in digital marketing and finding new international customers, follow up to deal close. Managing & training sales team in generating leads and evaluating prospects. Handling presentations, managing customer visits. Preparation of reports, site visit analysis reports, booking/ closing reports, team wise analysis reports, response to superiors. Follow up, deal closing, achieving targets, weekly/monthly prospects report generation, monthly meetings with management.

4.

**July 2010 to July 2015**

**Company: Divi Properties Pvt Ltd**

Place: Hyderabad – India

**Role:** Sales Manager - Real Estate

**Products & Solutions:**

Open Plots, Residential Apartments

**Duties & Responsibilities:**

Direct sales through lead generation by calling and handling channel partners leads, site visiting with clients, helping sales team in closing deals, pricing & negotiation, active in digital marketing and finding new international customers, follow up to deal close. Managing & training sales team in generating leads and evaluating prospects. Handling presentations, managing customer visits. Preparation of reports, site visit analysis reports, booking/ closing reports, team wise analysis reports, response to superiors. Follow up, deal closing, achieving targets, weekly/monthly prospects report generation, monthly meetings with management.

5.

**Sep– 2008 to Jun 2010**

**Company: Sri Venkateshwara Enterprises**

Place: Hyderabad – India

**Role:** Sales Manager

**Products & Solutions:**

Building Materials, Interior Decoration

**Duties & Responsibilities:**

Lead generation by Calling and Direct Visiting customers, establishing new channels, meeting Architects, Construction Companies, corporate companies, Site Estimation, Material Requirement, Project estimation Proposal, follow up for deal closing. Handling sales and support Team, Training, Guiding and motivating team, Weekly meeting with sales team, Report to General Manager, Monthly meeting with GM, Monthly sales Reports, Payment follow-up and Collections, Reaching Target.

6.

**Aug - 2005 to Aug – 2008**

**Company: Build Links Pvt Ltd**

Place: Hyderabad - India

**Role:** Sales Executive

**Products & Solutions:**

Italian Glass Mosaic Tiles, Kajaria Tiles Projects.

**Duties & Responsibilities:**

Lead generation by cold calls, Direct Visiting customers, Construction and Contracting Companies, meeting and Product explanation to Architects and Interior Design Companies, Project estimation, Coordinating with estimation engineers and sales manager, Handling Projects of Italian Mosaic Tiles and Kajaria Tiles. Coordinating with Dispatching supervisor, Daily Visit and sales report to Sales manager, Monthly meeting with G M and Preparing reports, Payment followup and Collection, Reaching Target.

## Personal Profile

Name : Suresh Kumar

Sex : Male

Marital Status : Married

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