

RAVEENA SHARMA

Luxury Real Estate Professional

PROFILE

Sales and marketing professional with 7 years of rich experience in Luxury Real Estate in India, dealing with Ultra High Net Worth Individuals.

OBJECTIVE

With a proven track record of success in luxury property sales and management, I am eager to leverage my expertise in sales, marketing and client relations to contribute to the dynamic team at your esteemed organisation. I am a Driven and results-oriented Real Estate Professional.

SKILLS

- Excellent Communication & networking skills
- Exceptional sales & negotiation skills
- Multi-tasker, hardworking & quick learner
- Enthusiastic, resilient & self motivated
- Understanding of the middle-aged HNI mind set
- Strong interpersonal skills
- Great presentation skills
- Innovative Marketing ideas/strategies, PR
- Target driven
- Loyal Work Ethics

LANGUAGES KNOWN

ENGLISH, HINDI, KANNADA & TAMIL

CAREER SUMMARY

1. Orange County Resort & Hotels Ltd. (EARTHITECTS)

Designation - Sr. Sales Executive
From May 2018 till May 2021

- Pre-sales, Sales & Post sales experience.
- Regular Site visits, meetings for sales closures.
- Provided new client acquisition, marketing support, legal & documentation support, architectural co-ordination.
- Ensured client satisfaction and successful, smooth transactions.
- Orchestrated sales and marketing efforts in the Western Ghats region of India by closing deals worth over INR 55 Crores, single handedly.

2. Isprava Vesta Pvt. Ltd.

Designation - Junior Regional Manager
From May 2021 - December 2021

- Managed regional operations in Goa and whole of southern India markets by generating revenue of INR 11.5 Crores within the initial three months.
- Conceptualising marketing strategies, post sales operations, team trainings, Preparing targets, budgets, pitch decks, presentations
- Regular site viewings & meetings with clients.

3. Rewild Farms

Designation - Manager/ Team Leader
From January 2022 - December 2023

- Led a start-up team in all aspects of real estate development and sales.
- Achieved sales totaling INR 10 Crores within six months of operations.
- Played a key role in land planning, strategising, new client acquisition, team training and transforming bare lands into saleable land parcels.
- Spearheaded the social media & BTL marketing team.

4. WhitePuppies Realty

Designation - Partner
From January 2023 - March 2024

- Spearheaded a boutique real estate agency specializing in luxurious Holiday homes. **Only Kind in India**
- Successfully built a diverse portfolio catering to high-end clientele.
- Implemented innovative strategies to streamline investment process, resulting in increased Sales, client satisfaction and loyalty.

EDUCATIONAL TRAINING

Mount Carmel College (A)

BCom - 2015 -2018
Graduated with 75%

Mount Carmel PU College

PEBA - 2013 - 2015
Graduated with 85%

The Frank Anthony Public School (ICSE)

Nursery to 10th (2000 - 2013)
Graduated with 75%

CHARACTER REFERENCES

Mrs. Nandhini Yathindra

Sales Manager, Orange county resorts & Hotels
Ph. No. - +91- 9538596391

Mr. Kamal Pasha

Partner, WhitePuppies Realty
Ph. No. - +91 - 9845107427