
1. Tell me about yourself.

I'm *Haridas Sutar* from Pune, currently pursuing my BCA. I enjoy connecting with people and helping them make confident decisions. My strength lies in communication and relationship-building, which is why I'm eager to start my career in real estate sales. I'm disciplined, approachable, and excited to learn this business hands-on.

2. Why do you want to work in real estate / Abrigo?

Real estate combines people interaction and long-term value creation. I like that *Abrigo Realty* focuses on quality projects and career growth. I want to learn the full sales cycle—from understanding customer needs to closing deals—in a team that values trust and learning.

3. What do you know about our company?

Abrigo Realty LLP is a Pune-based company dealing in residential and commercial properties. You emphasize transparent transactions, quality service, and long-term client relationships—values I truly relate to.

4. How do you handle rejection?

Rejection is part of sales. I stay positive, analyze what went wrong, and apply that learning to my next approach. I focus on consistency—every “no” brings me closer to a “yes.”

5. How would you generate leads?

I'd start with networking, referrals, and talking to local communities. I'd also engage with potential buyers online and through site visits. Consistent follow-up is key to maintaining a healthy pipeline.

6. How do you close a deal?

By understanding the client's real needs, highlighting property benefits, and building trust. I'd create a sense of value and confidence rather than pressure. Once aligned, I'd guide the client through documentation smoothly.

7. Describe a time you achieved a target.

During a college event, I was responsible for registrations. I exceeded my goal through direct communication and follow-ups, learning persistence and client handling along the way.

8. What will you do in the first 30 days?

I'd learn project details, pricing, and selling processes. I'd observe senior executives, assist with client visits, and gradually begin generating leads to apply what I learn.

9. How do you stay motivated?

I set small achievable goals and track progress weekly. Celebrating small wins and learning from each experience keeps my motivation high.

10. How would you prioritize leads?

I'd classify leads into hot, warm, and cold categories. I'd focus on high-potential clients first while nurturing others through follow-ups and consistent communication.

11. What are your salary expectations?

I'm flexible and open to the company's structure. My focus right now is learning, performing well, and growing with the team.

12. Do you have real estate experience?

Not yet, but I've practiced sales communication through mock sessions and project presentations. I learn fast and am eager to apply my skills in real-world sales.

13. How will you build trust with clients?

By being honest, clear, and reliable. I'll listen carefully, share only accurate information, and maintain consistent follow-up so clients feel supported.

14. If you have 5 leads and limited time, how do you plan?

I'd start with the hot leads who are ready to buy soon. Then I'd schedule warm leads efficiently and keep brief touchpoints with cold ones for later re-engagement.

15. What questions do you have for us?

- What kind of training and mentorship does Abrigo Realty provide to new hires?
 - How is performance measured in the first few months?
 - What are the growth or incentive opportunities for top performers?
-