**Ravikant Mishra**

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**P&L Leader in Real Estate and Construction Management**

**PROFILEs**

Entrepreneurial executive with 11 years of experience managing Proptech/Real Estate, Property Acquisition and Disposals, Operations at the district, regional and corporate level for both start-up and Established real estates, retails &franchising company. Motivational management style with a strong team building and retaining highly motivated sales team. Successful in identifying opportunities for accelerated growth.

**Sales and General Management qualifications:-**

* Real Estate and Construction –Projects P&L from scratch to finish, Land Acquisition to Hand over as per AOP.
* Office, Retail and Warehouse Space Acquisition/Expansion, Land/Space Acquisition, Leasing, Franchising.
* Land Acquisition and Liaison for Residential, Commercial and Hospitality Assets.
* Financial Analysis and Reporting, Budgeting and Expanse control/Contract and Price Negotiation.
* 360 Degree Marketing and Strategic Planning, Media & Operations Management.
* Inventory Control/Loss prevention/Shrink/Yield Control, Staff Development and Motivation/Presentation and Training.

**Professional Experience**

**Golcha Group Feb 2020 to Nov 2021**

Golcha Group is a leader in pre-eminent talc producers in Asia and the largest magnesium mines in the world, founded in 1880 the group is involved in many other lines of business includes real estate (Residential & Commercial) and financial services across PAN India with an annual turnover of 3500cr. The real estate portfolio of the group is comprised of 500+ acre land parcels across the nation with 2mn Sq ft. commercial and warehouse space in northern states, the group emerging as a promising entrant and embarking on a strong ground of customer satisfaction. Guided by the able leadership of seasoned leaders, enriched with a decade long experience in delivering world-class products and solutions for each of their businesses. the group currently having a few under constructions projects such as 1) Warehouse (6lac Sq ft.) in Ajmer road for Amazon.com, 2) Retail cum office space (1lac Sq ft.) at Vaishali Nagar road, Jaipur for Westside, 3) Plotted cum mixed-use development (11lac Sq ft.) at Bhilwara and Dausa, Rajasthan.

**General Manager**

1. Heading the direct and indirect cross functions teams such as BD and Land acquisition, Legal, Projects, Architecture &Design, Liaison &Approvals, etc to meet the projects and company goals. Look after the Sales (Pre and Post), CRM, 360o Marketing on day to day basis.
2. Responsible for managing 3mn Sqft. of real estate development across Jaipur, Bhilwara, Dausa and Mumbai etc areas. Successfully delivered 1.5mn Sqft. residential project handed over in 2020, look after the entire project execution (Residential and Commercial). Manage the cross functions team members includes Design, Engineering, Finance, Admin cum HR, etc. Recently acquired 20acre land parcel in Sector 63, Noida for group housing projects in joint venture with allied partner.
3. Tie -ups with PMC, contractors, Financial and Administrative authorities for smooth run of the business, look after operational KPI’s standards set by HO.
4. Driving the direct and CP sales and marketing team to achieve the AOP sales numbers and revenue, Create new product lines to contribute new lines of revenue to the portfolio of the group. Interface with manager and ensure clear understanding of the focus properties among team members, look after all the Franchise and Business Partner Sales.
5. Heading the marketing team to create and execute lead generation strategies to enhance the lead generation, undertake the appropriate brand management activities to ensure the appropriate positioning of the brand, setting new selling process easier and raise the profile of the project.
6. Managing the collections team to ensure a healthy cash flow for the company through a reduction in the receivables, In the case of clients with significant payments over-due, interact with them directly if necessary to resolve the issue and reactivate the cash- flow.
7. Acquire new land parcels and manage additional land required for the completion of the project at a reasonable cost, get the necessary project approvals including those for all construction, infrastructure and development activities.
8. Look after the construction activities in a timely manner, get the project elements designed and the bill of quantities prepared in a timely manner. Ensure that the procurement activities happen in a timely and efficient manner, availability of labor in sufficient quantities to undertake the works.
9. Doing the necessary manpower planning to identify the current and future manpower needs and guide the recruitment activities necessary to fill the gaps in a proactive manner, look after the necessary PMS activities to ensure the efficiency of HR spends and the attainment of organizational objectives.
10. Managing financial control activities necessary to ensure the availability of funds on a timely basis and the appropriate cost management to ensure the efficiency of budgetary spends, supervise the fundraising activities to ensure the financing of the project costs at the most favorable terms and the rapid progress and completion of the project.

**Jindal Group Nov 2017 to Jan 2020**

Country’s one of the finest corporate business house, Jindal Group is India's leading organized corporate real estate company, a well-established and reputable brand in Real Estate Industry. Successful track record of selling housing inventory worth over 20, 000 cr, Strong technically empowered business system and processes, leveraging the power of group housing to be preferred development partners for more than 15000 units housing project, Dedicated 500+ specialist team, a revolutionary beginning in the ''Organized Real Estate segment'' has been made with the launch of Jindal Group across 8 cities in India.

**Head – Real Estate**

1. Heading Real Estate - Acquisitions, Sales, Marketing, Business Development and Operations of Eastern States, Key Accounts Management for small and large corporates across the globe, Responsible for team P&L, Productivity, etc.
2. Execute on-ground BD & Marketing activities like Strategic & Loyalty tie – ups, market research/calling, kiosks activities in Corporates, clubs, Digital marketing strategy planning, etc to keep on generating leads for the Team/Self.
3. Builder tie -ups for their Ongoing and Upcoming projects (Residential &Commercial), Strategy consulting for the PMC, Drive sales and follow operational standards set by HO.
4. Interface with manager and ensure clear understanding of the focus properties among team members, look after all the Franchise and Business Partner Sales, Operational work.
5. Assisting Team in meeting targets, helping in larger client meetings (HNI, UHNI, NRI and PIO).

**AEC Group June 2012 to Oct 2017**

AEC Group provides India Property Services to worldwide Customer’s. Starting with Delhi, NCR and Lucknow, AEC Group expanded to other cities of northern states in India. Encompassing all key areas on real estate with residential offerings, land and commercial developments, it represents nearly a hundred project’s in north and Pan India. AEC Group has a team of over two hundred professionals based out in India offices to bring the best of AEC property to the global community.

**Executive/Sr. Executive /Asst. Manager– Sales & Strategy**

1. Was responsible for Managing primary and secondary P&L of 11 projects including residential, villa and commercial

Spaces include office, retails and warehouse spaces.

1. Dealing with HNI, NRIs, PIOs and Corporates customer across the globe for their real estate and investment

Requirements, managing channel partners includes all the leading IPC and brokers.

1. Provide housing finance for customer’s through various Banks/NFBFC’s.
2. Was responsible for pre and post sales includes collection, drafting and complaint management, Was Engaged in

Various researches related to real Estate.

**Educational Qualification**

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| --- | --- | --- | --- | --- |
| **QUALIFICATION** | **UNIVERSITY/ BOARD** | **SCHOOL/COLLEGE** | **YEAR OF**  **PASSING** | **PER.** |
| **MRICS** | **Royal Institution of Chartered Surveyors (RICS), London, UK** | **Royal Institution of Chartered Surveyors (RICS), London, UK** | **2021** | **Pursuing** |
| **MDP – Strategy** | **Indian Institute of Management, Calcutta** | **Indian Institute of Management, Calcutta** | **2021** | **Pursuing** |
| **Diploma in Real Estate**  **and**  **Construction**  **Management** | **ILEAD** | **ILEAD** | **2014 - 2015** | **80%** |
| **MBA - International Marketing** | **AIMA** | **AIMA** | **2014** | **86%** |
| **B.A. (English - Hons)** | **City College (South)** | **University of Calcutta** | **2012** | **70 %** |
| **12TH** | **Govt Inter College** | **MSP** | **2009** | **75 %** |
| **10TH** | **Govt Inter College** | **MSP** | **2006** | **80.8%** |

**Professional Qualification, Internship and Training’s**

* **Post-Graduation Diploma in Computer Application from LCCA.**
* **Worked as Intern - Sales in DLF during Graduations 1st year under Summer Internship programme.**
* **Worked as Intern - Market Research in DLF& M3M during Graduations 2ndand 3rdyear under Summer Internship programme.**

**Personal Details**

* **Father’s name : Late. Ramesh Chandra Mishra**
* **Father’s occupation : Ex - Service Man**
* **Date Of Birth            : 27-05-1987**
* **Marital Status : Married**
* **Current Salary : 20 Lac per annume + Other Perks.**
* **Expected Salary : As per company norms.**
* **Hobbies                  : Browsing Internet and Adventure Sports.**

**Declaration**

**The all above information given by me is true and well known to me.**

**Date: --------------------------------------------------**

**Place: Ravikant Mishra**