

# Sakshi.N. Jain

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## CURRENT POSITION

Assistant Vice President – Premium and Luxury Real Estate Sales  
Advisor to HNI, UHNI, MFO & Wealth Clients  
Neo Wealth and Asset Management ( Neo Real estate Advisory)  
September 6<sup>th</sup> 2023 – Till date

## FORMER POSITIONS:

Associate General Manager – Premium and Luxury Real Estate Sales  
Macrotech Developers Limited (former known as Lodha Developers Limited)  
South & Central Mumbai.  
November 6<sup>th</sup> 2017 – September 3<sup>rd</sup> 2023

Chief Branch Manager – Real Estate Sales  
Indiabulls Distribution Services Limited.  
(Indiabulls Ventures  
Limited)  
May 2<sup>nd</sup>, 2013 to October 30<sup>th</sup>, 2017

## CAREER OBJECTIVE

A sales enthusiast who is ready to bring 11 years of sales experience to help a growing company take sales to the next level. Bringing in knowledge, networking abilities and passion for the industry.

## CORE COMPETENCIES

- Leadership, Training, and Team Motivation.
- Creative and innovative Ideas.
- Strategic Business Development and Marketing.
- Recruitment.
- Time Management.
- Negotiation and Cross Selling.
- Sales Planning and Forecasting.
- Creating and monitoring growing network of business associates / channel partners across the city.
- Data Sourcing and Networking.
- Demographic and Market Trend Assessment.
- Reports, Documentation and Analysis.
- Process and Productivity Improvement.
- Customer Service and Relations.
- Data Crunching, Analysis and Reviews.

## **PROFFESIONAL EXPERIENCE**

Accomplished professional with over 11 years of expertise in luxury real estate and wealth advisory, renowned for leading high-performing teams to deliver exceptional results. A seasoned strategist with a comprehensive understanding of luxury property markets and wealth management principles, dedicated to providing top-tier service to discerning clientele. Proficient in guiding clients through complex real estate transactions and developing tailored financial strategies to optimize wealth growth and preservation. Skilled in team leadership, fostering collaboration, and driving organizational success through a client-centric approach. Known for integrity, attention to detail, and a track record of exceeding expectations in dynamic environments.

### **Job Summary – Neo Wealth and Asset Management**

- Luxury Real Estate Transactions and Portfolio Management
- Wealth Advisory and Financial Planning
- Team Leadership, Development, and Management
- Client Relationship Management and Cultivation
- Market Analysis, Trends Identification, and Forecasting
- Investment Strategies Development and Implementation
- Negotiation, Deal Structuring, and Contract Management
- Exceptional Communication, Presentation, and Interpersonal Skills

### **Job Summary – Lodha Group**

- Residential, Commercial and Retail sales.
- Team Lead Manager; handling a team of 5 sales executives.
- Closing deals on site.
- Team Management, Vertical management and Customer Negotiations.
- Conducting all marketing activities for ensuring business.
- Timely sales reviews.
- Recruiting and training new sales staff, assigning specific tasks to other sales staff, and monitoring the team's sales performance.
- Solving customer complaints and answering customers' questions.
- Writing reports for senior managers.
- Assisting with the selling of our products and services and assisting to maximize sales.
- Providing team with constructive feedback and assisting them to achieve their goals.
- Maintaining positive and after customer relations.
- Motivating the sales staff and creating an atmosphere of healthy competition among the staff.
- Dealing with ultra HNIs looking for an ultimate luxury good - own house in the heart of Mumbai.
- Sales and Marketing of Luxury Projects in South & Central Mumbai mainly, Lodha Park, Trump Towers Mumbai, The World Towers, Lodha Vista, Lodha Signet, Lodha Bellevue, Lodha Divino.
- Achieving growth in the segments owned and delivering targets as per the business plan at approved price levels.
- 285 cr plus revenue in the year 2022-2023.
- End to end negotiations and closures.
- Contributing and participating in formulation & implementation of Sales Strategy for the project.

- Maximizing sales conversion.
- Practicing Team Management role.
- Liaising with Channel Partners team and ensuring team targets for each vertical are completed as per set timelines.
- Consistently evaluating market trends and competitor moves to protect existing sales and maximize future sales opportunities.

### **Job Summary - Indiabulls Distribution Services Limited (Indiabulls Ventures Limited)**

- Handling a 10 member sales team, after sales and client servicing.
- Assisting clients in property purchase and development.
- Structuring deals, monitoring investments.
- Planning of various promotional activities so as to generate leads across the city and multiple projects.
- Making projects and performance reports; timely review and analysis of the same.
- Review trade journals & relevant literature to stay updated about the industry.
- Attend seminars, conventions and other gatherings to network, also to remain knowledgeable about real estate market.
- Recruitments and Team Building.

### **NOTABLE ACCOMPLISHMENTS:**

- Winner at **spot Award**, for maximizing the number of deals.
- Achieved **associate at of the month trophy twice** for extraordinary performance.
- Involved aggressively in Pan-India projects like Baroda, Ahmedabad and Gurgaon resulting in heavy sales for Baroda site with potential 15 residential units of which successfully generated revenue
- Created a more efficient spreadsheet for my team / office, reducing administration duties including large pooled potential client list with relevant site interests. Consistently received good feedback from clients on services I provided with up sell.
- Company-wide acknowledgement of the exemplary service catered to clients.
- Rewarded with a watch by the Executive Vice President (EVP) in **June 2013** for achieving the sale and revenue in the 2<sup>nd</sup> month of joining.
- Qualified for the DUBAI contest held by the company in one of the quarters in **2015**.
- Rewarded with I phone 6s for achieving the sales revenue and target in **August 2016**
- Awarded with **WOW Card by the EVP** as a token of appreciation for meeting the said target and revenues in **2016**.
- Represented **Guest Lecturer at ITM college training** in July 2017 on the subject – HOW TO DEAL WITH THE CLIENT AND HIS QUERIES.

### **PROFESSIONAL STRENGTHS & SKILLS**

- Excellent oral and written communications skills and the ability to communicate effectively.
- Creative, Self-Confident, Aggressive, Reliable and Target Oriented.
- Delegation of work to the team members.
- Sales, Negotiation, critical thinking and problem solving skills.
- Self-motivated and positive work attitude.
- Entrepreneurial and Business Oriented Mindset.
- Strong analytical skills needed to manage time well, prioritize effectively and handle multiple deadlines.
- Strong knowledge of Word, Excel, PowerPoint and Outlook, Social Media Handling.

## **ACADEMIC CREDENTIALS**

M.COM in Management – Mumbai University (2012 - 2014)

POST GRADUATE DIPLOMA IN EVENT MANAGMENT – EMDI Institute of Media & communication, Mumbai (2012 -2013)

BMS – Kishanchand Chellaram College, Mumbai University (March 2012)

HSC – Jai Hind College (Arts), Maharashtra State Board (February 2009)

ICSE – Walsingham House School, ICSE Board (March 2007)

## **PERSONAL DETAILS**

Date of Birth: 23<sup>rd</sup> December, 1991.

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