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# Kapil Kumar

An ambitious leader with 8 years of rich experience in **Marketing Manager** by providing extensive knowledge about the real estate community & housing market. Eager to continue growing in market trends while proving my ability to win clients, guiding them through inception to close.

## Marketing Manager

139, Shatabdipuram  
Ghaziabad  
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## SKILLS

- Good Communication Skills
- Leadership Skills
- Strong Negotiation Skills
- Interpersonal Skills
- Strategic Planning
- Great People Skills
- Complex Problem Solver

## STRENGTH

- Organizational Skills
- Highly Detail Oriented
- Ownership & Accountability
- Pleasing Personality
- Multitasking
- Positive Attitude

## EXPERIENCE

**Sangwan Heights Pvt. Ltd. , Raj Nagar Extension** - *Marketing Manager*

APRIL 2014 - PRESENT

- Managing Sales & marketing operations in Villa & other projects
- Handling the Commercial & Residential Township projects in Raj Nagar Extension
- Selling experience of Residential projects as well as Luxury Villas at the prime location of the city
- Ranked as a #1 Real Estate Salesperson at the company for exceeding all sales objectives & constantly achieving extraordinary results
- Handling customer queries for better customer satisfaction, identifying prospective client
- Attending the walk in customers & present the details of units & location, Assisting in their decision making process
- Attending and actively contributing to strategy, status, and follow-up meetings on the development.
- Developing and maintaining broker's network effectively and contributing through channel sales.
- Assisting the buyers in post sales documentations such as loan, registry etc.
- Communicate with sellers, buyers to understand property needs, timeline & budget, earning 30% of business through referrals
- Facilitating paperwork such as closing statements, deeds, contracts, purchase agreements to increase efficiency

## **Key Projects -**

### **Sangwan Villas (Premium Living)**

- Sell Approx. 2 villas worth over 4 Cr. every month
- Developing strong relationships with clients by working to provide the best real estate experience possible
- Initiating negotiation processes, consulting with client concerning market conditions, prices & legal requirements to ensure a fair & honest dealing
- Pro-actively participating & coordinating all aspects of the sales process of various residential & commercial properties, ensuring that the clients needs & goals are always fully met
- Delivering exceptional service by greeting & serving customers in a timely, friendly manner
- Create & maintain an advertising campaign, including advertising signs, postcards, business cards & newspaper announcements
- Praised by employer and lending partners for timelines, accuracy & attention to detail in providing thoroughly documented of valuation of the properties

### **AVS City Palace (Commercial Project)**

- Sell Approx. 20+ properties worth over 15 Cr. every year
- Follow up with prospective buyers to showcase the Villas, Plots, Residential & commercial
- Accompany buyers during inspections of property, advising them on the suitability & value of the homes based on current market conditions
- Advise clients on the critical sale & purchasing decisions in alignment with their financial

needs

- Showing the properties & explained the features, value & benefits of the project
- Establish & maintain effective working relationship with internal team, external customers & vendors
- Develop & manage external network of real estate consultants & brokers
- Monthly report to senior management on development of the project & market analysis
- Communicate product knowledge & offered alternatives to customers, helping to increase monthly revenue by 10%

## **EDUCATION**

**ICFAI Business, IBS, Pune** - *PGDM (Marketing), (2012-2014)*

**INMANTEC Business School** - *BBA, (2009-2012)*

**Kendriya Vidyalaya, Chandigarh** - *12th, (2009)*

**Kendriya Vidyalaya, Chandigarh** - *10th, (2007)*