

NITYA REDDY

Real Estate Manager

@ Neetu.mech29@gmail.com +49-17627781516 Frankfurt Germany



EXPERIENCE

Real Estate Manager

Southern

June 2016 - Dec-2018 India

- Support for acquisitions.
- Preparation of financial models and business plans.
- Preparation of investor reporting.
- Preparation of presentations (company and transaction-related).
- Support for the preparation of decision-making documents.
- Conducting top-down and bottom-up research
- Conducting ad-hoc research as instructed Continued project monitoring and Support for day-to-day asset management initiatives.
- Actively seek out new sales opportunities through cold calling and social media.
- Negotiate/close deals and handle complaints or objections.
- Conduct market research to identify selling possibilities and evaluate customer needs.
- Assist in preparing a service charge estimate well in advance of the financial year start date, allowing time for Property Developer and other stakeholders to comment as required, always recognising associated time constraints.
- Prepare monthly budget to actual analyses of key drivers and results.
- Assisting the Sales Manager and client with feedback on marketing success to make suggestions on new marketing activities during the campaign.
- Promote sales through advertisements, open houses and listing services.
- Prepare necessary paperwork (contracts, leases, deeds, closing statements etc).
- Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing.

Office Administrator

GK Constructions

May 2014 - Mar 2016 India

- Generating and conducting viewings.
- Maintaining the presentation of the marketing suite and show apartments.
- Making outbound telephone sales calls to leads on the database.
- Use of CRM system to track leads and follow up activity.
- Reporting to the sales manager /Head of department and the wider team.

SUMMARY

"Gained Knowledge In Real Estate Manager about 6 Years of Experience about High rise Buildings apartments and commercial projects all over the world with Communication skills through my online Marketing .I have Very good ideas how to develop the Business and how to Sale in market.Worked in Germany gained good knowledge in Real estate.

EXPERTISE

Silver Award in India National Mathematics Challenge.

STRENGTHS

- Hard-working
- Commitment
- Eager to learn
- Reading books

LANGUAGES

English	●●●●●
Tamil	●●●●●
Telugu	●●●●●
Kannada	●●●●●
German	●●●●●

EDUCATION

Business Administration in Real Estate

Vikas, India

2011 - 2012

B.E., in Mechanical Engineering

JNTU University, India

July 2007 - April 2011

- Reading the outlines and understanding the customer needs.
- Reporting to the sales manager /Head of department and the wider team.
- Inviting clients from the database to attend events.
- Providing feedback and reporting on a weekly basis to the developer on the market and competition.

PROJECTS

Cyber city Developers

Client for Rainbow Vistas

- Worked as a freelancer in cyber city developers its a huge project worth of Thousand Millions.I have done very good sales in these project.

Real estate agent

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📅 Jan 2019 - June 2019

📍 Frankfurt Germany.

- Worked in Germany as Real Estate agent.Learning new business ideas how to get good clients with online marketing.Showing properties to customers and negotiating the prices.

REFEREES

On Request

@ joshnadevi771@gmail.com



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DAY @ MY WORK

