|  |
| --- |
| ……..  **Career Highlights**  **Work Experience**: 5 Year(s) 8 Month(s)  **Last Employer (Designation)**:Avinash Developers Private Limited ( Senior Sales Executive ).    Duration: Aug 1, 2015 - Apr 7th, 2017 (On-Site)  **Project Name: Avinash Capital Homes** Phase 1or2 Company: Avinash Group Location: Avinash Capital Homes 2, Saddu, Raipur,(C.G) Project Details: Avinash Group launched Avinash Capital Homes in the year 2011. All the pilots, Duplexes, and Apartment are inside a gated yet self-Contained community. **Designation: - Sales Manager** **Duration: May 10, 2014 - Feb. 1, 2015 (On-Site)  Project Name: Anugrah Residency  Company: Lalsa Group Team Size:6 Location:Anugrah Residency Near Reliance Petrol Pump, Gondwara, Raipur,(C.G).****Designation:- sales Executive** **Duration: sep 26, 2011 - May.10, 2014 (On-Site)  Project Name: Golden Arcade  Company: Neelam Homes Team Size:5 Location:Golden Arcaden Near Ram Darbar Mandir,Kota Gudihari Road Raipur,(C.G).** |

**Sanjeet Kumar Giri**

**Ward No: - 64, Aadiwasi Colony, Kushalpur, Raipur C.G 492001**

**Contact:- 7489207177, (Email:-** [**mrsanjeetkumargiri@gmail.com**](mailto:mrsanjeetkumatgiri@gmail.com)**)**

**-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------**

****Sr. Sales executive position where my about 6 years of sales experience can be fully utilized to improve sales bottom line and the company revenues.****  
Key Skills: Sales, Residential Sales, Sales Management, Real Estate Sales, Real Estate, Team Leading, Marketing Planning, Client Management, Planning

### **Brief Profile**

**Work Experience**: 5 Year(s) 8 Month(s)   
**Last Employer (Designation)**:Avinash Developers Private Limited ( Senior Sales Executive )   
**Annual Salary**: Rs. 2 lakh(s) 25 thousand(s)   
**Functional Area (Role)**:Sales / BD [Sales Exec./Officer]  
**Industry**: Real Estate/Property  
**Highest Degree**:UG Education [B.Com]  
**Current Location(Preferred Location)** :Raipur  
****Date of Birth(Gender)**** :1991-05-21 (M)

**Job Type**: Permanent   
**Work Status in Countries**: India   
**Employment Status**: Full Time

### **Summary of Skills and Experience**

****Summary****

Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options. Sells products by establishing contact and developing relationships with prospects; recommending solutions. Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements. Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors .Prepares reports by collecting, analyzing, and summarizing information.

****Employment Details****

**1)**   
**Duration**: Aug 12, 2015 to April 7th ,2017   
**Company**: Avinash Developers Private Limited  
**Designation**: Senior Sales Executive

**Job Profile:**Builds business by identifying and selling prospects; maintaining relationships with clients. Enhances staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members. Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options. Sells products by establishing contact and developing relationships with prospects; recommending solutions. Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements. Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors. Prepares reports by collecting, analyzing, and summarizing information. Maintains quality service by establishing and enforcing organization standards. Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies. Contributes to team effort by accomplishing related results as needed.

### **Projects**

### **Duration: Aug 1, 2015 - Apr 7th, 2017 (On-Site) Project Name: Avinash Capital Homes Phase 1or2 Company: Avinash Group Team Size:2 Location: Avinash Capital Homes 2, Saddu, Raipur,(C.G) Project Details:Avinash Group launched Avinash Capital Homes in the year 2011. All the plots, Duplexes, and Apartment are inside a gated yet self-Contained community.U**

**2)**

Company: - Lalsa Group

Designation: - Sales Manager

**Job Profile:**

Builds business by identifying and selling prospects; maintaining relationships with clients. Enhances staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members. Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options. Sells products by establishing contact and developing relationships with prospects; recommending solutions. Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements. Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors. Prepares reports by collecting, analyzing, and summarizing information. Maintains quality service by establishing and enforcing organization standards. Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies. Contributes to team effort by accomplishing related results as needed.

### **Projects**

**Duration**: May 10, 2014 - Feb. 1, 2015 (On-Site)   
**Project Name**: Anugrah Residency   
**Company**: Lalsa Group  
**Team Size**:6  
**Location**:Anugrah Residency Near Reliance Petrol Pump, Gondwara, Raipur,(C.G).

**3)**

Company: - Neelam Homes Pvt. Ltd

Designation:- sales Executive

**Job Profile:**

Builds business by identifying and selling prospects; maintaining relationships with clients. Recommending solutions. Maintains relationships with clients by providing support, information, and guidance. & prepare reports by daily basis.

### **Projects**

**Duration**: sep 26, 2011 - May.10, 2014 (On-Site)   
**Project Name**: Golden Arcade   
**Company**: Neelam Homes  
**Team Size**:5  
**Location**:Golden Arcaden Near Ram Darbar Mandir,Kota Gudihari Road Raipur,(C.G).

**Education**

**UG Education** :

B.Com(Commerce) from Dr PN Singh Degree College, Chapra in 2011

****Other Qualification****

****A.D.C.A from Wizard Tech, Chapra Bihar.****

**Personal Details**

**Category**: General

Date of Birth: 21/05/1991

Languages Known: English, Hindi & Bhojpuri.  
Permanent Address:- Village : SargattiMathiya, Po: Garkha, District: Saran (Chhapra) Bihar 841311.

Nationality: Indian

Marital Status: Unmarred