

## **RESUME**

### **ARJUN PANNALA**

7989135945

H no: 5-79 Buddha Nagar, Boduppal- 500039.

arjunpannala595@gmail.com

### **OBJECTIVES**

To be associated with an organization that gives me ample scope in applying my knowledge and skills, and to be a part of the team that dynamically works towards the growth of the organization.

### **EXPERIENCE**

#### **AASHVI VIJETHA LLP**

Mar-2024 – Till date | SALES MANAGER

- My role is to Handle the Residential Gated community Project of Aashvi Vijetha LLP they have 2 ongoing projects. and Urban habitat 8 floors 2.7 acres 232 flats fully gated project near to hand over and A luxury Villa Gated community i.e., “Other Side” which is of 13 acres Located at Bacharam Location which had triplex villas.
- Handling Sales Team and Pre sales Teams of all the projects and guided them to achieve their targets, Responsible for handling existing customers in coordination with CRM team for their smooth handover and Registrations.
- Worked with Marketing team and management for the upcoming 2 pre-launch projects “The Presidential” at uppal metro a high rise gated community of 31 floors and A luxury Villa Gated community which is of 13 acres Located at Pasumamula Location which had triplex villas By taking EOI's
- Generating business from the existing clientele to achieve business targets. Conducting and taking active participation in Exhibitions and Promotions of our Projects and Channel partners.

#### **RAMKY ESTATES AND FARMS LIMITED**

Feb 2022- Nov 2023 | ASSISTANT MANAGER

- My role is to Handle the Residential Gated community Project, Located at Uppal. Project Is Ramky One Genext Towers, this Property is a luxury gated community with Exclusive 2 and 3bhk project with decent sizes.
- Responsible for Handling the customer queries, closing the deals and negotiating the price which meets company interest.
- Generating business from the existing clientele to achieve business targets. Handling the walk-in, Maintaining the proper update of site visits and customer data using CRM tools Conducting and taking active participation in Exhibitions and Promotions of our Projects

#### **ALLIANCE INFRASTRUCTURE PROJECTS**

June-2021 - Feb 2022 | ASSISTANT MANAGER

- My role is to Handle the Residential Gated community Project of alliance infrastructure with the brand name of Urban Rise, Located at Bachupally. Project “ON CLOUD 33”, this Property is a luxury gated community with Exclusive 2, 3 and 4bhk project.
- Responsible for handling closing customers, which are sourced by Presales teams. Responsible for Objection handling and Negotiating the price which meets company interest.
- Generating business from the existing clientele to achieve business targets. Conducting and taking active participation in Exhibitions and Promotions of our Projects.

#### **CONCRETE INFRA PROJECTS INDIA LLP**

Aug-2017 - May 2021 | SALES EXECUTIVE

- My role is to Handle the Residential Semi Gated community Apartment Project located at Nagole. Project “AVAASA”, this Property is a Semi gated community with Exclusive 2 and 3bhk Flats in Nagole.
- Responsible for handling closing customers, which are sourced by Tele Callers and marketing Agents. Responsible for handing over of the individual flats to the customers

**BAJAJ ALLIANZ LIFE INSURANCE COMPANY LTD**

July-2016 - May 2017 | DEVELOPMENT MANAGER

- My role is to Sell Life insurance policies to customers through different Mediums. Generate the business through insurance agents, Policy holders and Reference.
- Responsible for Team building, hiring agent, conducting training sessions on insurance policy and policy changes, providing training on objection handling and closing the deals.

**ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD**

June-2013 - June 2016 | DEVELOPMENT MANAGER

- My role is to Sell Life insurance policies to customers through different Mediums. Generate the business through insurance agents, Policy holders and Reference.
- Responsible for Team building, hiring agent, conducting training sessions on insurance policy and policy changes, providing training on objection handling and closing the deals.

**EDUCATION**

**B.com** from kakatiya university

**Intermediate** from board of secondary education

**SSC** from secondary school education

**TECHNICAL SKILLS**

- PGDCA
- MS OFFICE

**REWARDS & RECOGNITION:**

- Qualified 2 Times BE MY GUEST AWARD for new business ideas and target achievements in Ramky Est & farms Ltd
- Nominated STAR PERFORMER AWARD for 2<sup>nd</sup> Quarter of 2023 in Ramky Est & Farms Ltd
- Qualified CDO SELECTE AWARD IN ICICI Prudential life
- Qualified COS SELECTE AWARD IN ICICI Prudential life

**DECLARATION:**

I hereby declare that all the information furnished above is true and correct as per my knowledge.

Place:

Date:

Signature