



Kiran Kumar Bhagavatula

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PROFESSIONAL SUMMARY

A visionary executive with 24+ years of expertise in business development, sales, marketing, and brand communication within the real estate sector.

Recognized for driving organizational growth through strategic leadership, adeptly managing end-to-end residential projects, and fostering a culture of excellence. Known for entrepreneurial flair, team empowerment, and relentless pursuit of customer satisfaction.

CORE QUALIFICATIONS

- Market and competitive analysis
- Relationship management
- Team management
- Marketing and sales strategies
- Hiring and training management
- Presentations and proposals ?
- Sales goal attainment
- Complex negotiations
- Sales forecasting
- Salesforce CRM
- Sales techniques

LANGUAGES

- Telugu, English, Hindi, Tamil, and Kannada

EDUCATION

EXPERIENCE

January 2024 - June 2024

Head of Sales The Vajra Builders & Developers Pvt Ltd | Hyderabad, India

- Designed Comprehensive Sales & Marketing Frameworks:** Established and implemented end-to-end sales, marketing, and CRM processes tailored to residential real estate projects, driving operational efficiency and scalability from the ground up.
- Built and Led High-Performing Teams:** Recruited, trained, and mentored dynamic teams across sales, marketing, and CRM functions, ensuring cohesive collaboration and achieving exceptional project outcomes from inception to completion.
- Optimized CRM Integration:** Spearheaded the adoption of a robust CRM system to streamline lead management, enhance client engagement, and track the entire customer journey, delivering a seamless sales experience.
- Crafted Impactful Go-to-Market Strategies:** Launched innovative marketing campaigns that significantly boosted brand visibility, strengthened market presence, and accelerated sales velocity for premium residential projects.
- Achieved Sales Excellence:** Improved conversion rates through the introduction of data-driven strategies, meticulous performance monitoring, and customer-centric approaches.
- Fostered Cross-Functional Collaboration:** Partnered closely with project, finance, and legal teams to align sales strategies with business objectives and ensure smooth project execution.
- Market Research & Competitor Analysis:** Conducted in-depth market studies to uncover customer preferences and devised competitive positioning strategies that differentiated residential offerings in a crowded marketplace.
- Represented on Global Platforms:** Enhanced the company's global brand presence by representing the organization at international property shows in Singapore and Dubai.
- Event Management Expertise:** Played a pivotal role in organizing and participating in key city property exhibitions, generating high-quality leads and driving substantial visibility.

January 2023 - January 2024

Head of Sales Levonor Lifespaces Pvt Ltd | Hyderabad

- Improved net new client acquisition through effective team coaching and development.
- Coordinated meetings with clients to better understand their needs, requirements and find best ways to sell to them.
- Operated various CRM systems to effectively manage and monitor sales data, including Salesforce and Pipedrive.
- Developed positive, collaborative working environments, maximizing team drive and commitment to achieving sales targets.
- Created and executed high-performing sales strategies, consistently delivering target-exceeding revenue growth.
- Reviewed weekly & monthly sales reports to monitor trends, sales team performance and ensure staff met targets.
- Worked with marketing teams to develop creative and

2000

Diploma of Higher Education |

Hotel Management

Trade Wings Institute of

Management , Chennai, TN

1999

**Diploma | International Air
Ticketing And Travel
Management**

Trade Wings Institute of

Management , Chennai, TN

1998

**Diploma | Refrigeration and Air
Conditioning Mechanical and
Designing**

Small Industry Service Institute ,

Chennai, TN

compelling marketing material to aid sales activities.

- Cultivated long-lasting client relationships by proactively contacting them, networking and providing hard-to-miss loyalty promotions on products.
- Stayed updated on competitor activity, trends, threats through networking and research.
- Conducted regular sales team training on updated trends, catalogue updates, sales techniques and target customers.
- Conducted quarterly financial forecasts to make predictions and set goals for sales teams, making predictions based on seasons and trends.
- Designed a wide range of strategic plans, including growth, sales and marketing plans to ensure business reached monthly targets.

January 2021 - July 2022

Head Sales Perfect Pin Code | Hyderabad, India

- Closely monitored team performance, coaching, encouraging and incentivising staff to continually achieve targets.
- Developed positive, collaborative working environments, maximising team drive and commitment to achieving sales targets.
- Ensured teams continuously met sales targets by implementing incentives and providing ongoing motivation.
- Collaborated effectively with sales team and clients, building and nurturing positive, productive professional relations.
- Coordinated meetings with clients to better understand their needs, requirements and find best ways to sell to them.
- Stayed updated on competitor activity, trends, threats through daily networking and research.
- Conducted regular sales team training on updated trends, catalogue updates, sales techniques and target customers.
- Cultivated long-lasting client relationships by proactively contacting them, networking.

December 2015 - December 2020

**Deputy Manager Sales Rajapushpa Properties Pvt Ltd |
Hyderabad, India**

- Educated customers on available projects to increase sales.
- Generated monthly and annual sales reports to determine growth and areas requiring improvement.
- Monitored sales team performance and provided training to help reach targets.
- Retained existing customers and substantially grew customer base, product line and sales volume.
- Mentored team in successful selling techniques and encouraged cross-selling additional projects to gain leads.
- Developed pipelines utilising multiple marketing channels and sales team to increase Sales.
- Facilitated positive purchasing decisions by sharing product knowledge with customers and making personal recommendations.

May 2014 - October 2015

**Procurement Manager Abdul Mohsen Al Mousa Co |
Dammam, Kingdom Of Saudi Arabia**

- Used outstanding organisation and project management skill to coordinate high-value supply chain activity.
- Identified key opportunities in saving time and money across supply chain portfolios.
- Drafted accurate contracts with meticulous attention to company policy and legislative compliance.
- Closely monitored performance improvement initiatives, verifying progress towards achievement of KPIs.

May 2013 - May 2014

Business Development Manager Nivas Group | Bangalore

- Created effective marketing, sales and promotional initiatives to drive revenue.
- Identify New Residential Projects/Land.
- Meeting Builders and getting associated with them professionally.
- Giving Product Information.
- Negotiations.
- Corporate presentations.
- Set targets and ensure team achieves them.

June 2010 - May 2013

Senior Executive Sales Puravankara Projects Limited | Bangalore, India

- Built stable pipeline harnessing multiple distribution channels and sales strategies.
- Determined prospect needs to provide information on suitable projects.
- Performed targeted prospecting and networking to acquire new clients.
- Handled sales process to complete purchasing experience.
- Participated in sales training and workshops to amplify skills and leverage productivity.
- Maintained comprehensive brand and product knowledge to maximise sales opportunities and meet set targets.
- Demonstrated products to show potential buyers benefits and advantages and encourage purchases.
- Oversaw negotiations and closings to manage complete sales cycle process.
- Registered information and details of customer on database and submitted proper documents for sale to preserve accurate records.

June 2004 - August 2009

Assistant Manager Sales Aliens Group Pvt Ltd | Hyderabad, India

- Trained and helped less experienced staff manage workloads and assignments, facilitating fulfilment of organisational objectives.
- Employed outstanding communication and relationship-building abilities to lead by example in providing first-class customer care.
- Drove sales and controlled costs to support revenue and profitability targets.
- Implemented strict quality standards for consistent company representation across multiple channels.
- Maintained positive, professional working environment to optimize staff and customer satisfaction.
- Fostered strong rapport with prospective clients to aid negotiations.
- Recruited high-performing and accomplished team members, nurturing talent to develop skilled and capable workforce.
- Developed long-term training strategies for new and existing employees to apply best practices.
- Generated strategic weekly Key Performance Indicator (KPI) targets, motivating and incentivising staff to continually achieve and exceed expectation.
- Oversaw employee recognition programme to encourage professional development and high performance.
- Established strategic monthly sales goals, communicating priorities to staff and closely tracking progress to achieve success.

- Supervised and delegated tasks to employees to meet key productivity targets.

January 2004 - June 2004

Front Office Executive HOTEL QUALITY INN RESIDENCY |
Hyderabad, India

June 2002 - January 2004

Front Office Executive HOTEL BASSERA | Hyderabad, India

January 2000 - May 2002

Front Office Assistant HOTEL RAJ RESIDENCY |
Visakhapatnam