

RESUME

ARJUN PANNALA

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OBJECTIVES

To be associated with an organization that gives me ample scope in applying my knowledge and skills, andto 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 takingactive 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 RamkyOne 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 whichmeets 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 thebrand 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 takingactive 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 “AVASA”, this Property is a Semi gated community with Exclusive 2 and 3bhk Flats inNagole.
- Responsible for handling closing customers, which are sourced by Tele Callers and marketingAgents. 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 thebusiness through insurance agents, Policy holders and Reference.
- Responsible for Team building, hiring agent, conducting training sessions on insurance policy andpolicy changes, providing training on objection handling and closing the deals.

ICICI PRUDENTIAL LIFE INSURANCE COMAPANY LTD

June-2013 - June 2016 | DEVELOPMENT MANAGER

- My role is to Sell Life insurance policies to customers through different Mediums. Generate thebusiness through insurance agents, Policy holders and Reference.
- Responsible for Team building, hiring agent, conducting training sessions on insurance policy andpolicy 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 & RECOGINIZATION:

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

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

Place:

Date:

Signature