

SUNIL KUMAR DAS

Bhubaneswar | iitkgp.sunil@gmail.com | +91 9078800655 | www.linkedin.com/in/sunil-kumar-das

SALES & MARKETING MANAGER

- Result oriented professional offering four years' experience in sales and marketing, brand management, promotions, and client relationship management.
- Natural flair for building relations, customer service and proven abilities in achieving optimum level of customer satisfaction
- Successfully handled full grown projects with expertise in comprehending the project in totality, liaising, site visits, monitoring and ensuring product satisfaction for the customers
- Excellent interpersonal communication, relationship development, and establishing rapport.

CORE COMPETENCIES

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| • Sales and Business Development | • Inside Sales | • Product Positioning |
| • Real Estate Operations | • Lead Generation | • Cross Functional Coordination |
| • Sales & Marketing/ Business Development | • Competitive Analysis | • SLA Management |
| | • Relationship Management | • Superior Customer Service |
| | | • Team Player |

WORK HISTORY

Deputy Manager TATA HOUSING DEVELOPMENT COMPANY LTD, Orissa	June 2015-Present
Intern PAN EXERGY PVT.LTD	May 2012-Jul2012
Intern CENTER FOR RAILWAY INFORMATION SYSTEMS	May 2011-Jul 2011

DETAILED EXPERIENCE

Deputy Manager TATA HOUSING DEVELOPMENT COMPANY LTD, Orissa	Jun 2015-Present
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Tata Housing is a key player in the Indian real estate industry. Reporting to Manager Sales was hired to Guide buyers from beginning to end of the new home buying process from selecting the home site and desired plan

- Continually, provide positive tailored customer experience for the home buyers, guiding them through the entire new home sales process.
- Manage contracts, negotiations, buyer's expectations and all aspects of sales to finalize purchases and strive to deliver superior customer service.
- Generated MOM revenues worth INR 1.9 crores, securing Sales Topper position for Jan/ Mar 2018 & Mar 2019 with revenues to the tune of INR 3.60 & INR 5.03 crores and INR 3.8 Cr.
- Effectively negotiated and closed deals worth INR 93.61 crores and volume of 168 units for the residential units in Bhubaneswar.

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EDUCATION

- M.Tech/ B.Tech - Electronics & Electrical Communication Eng.| Indian Institute of Technology, Kharagpur. | 2015