

APPLICATION FOR THE POST OF SALES HEAD



D.KARUNANIDHI

Fathers Name: S. Deivasigamani

Sex: Male

Date of Birth: 26-07-1967

Nationality: Indian

Religion: Hindu

Language known: Tamil and English

Marital Status: Married

Address:

16/17, 1ST CROSS ST,
SENTHIL NAGAR
KOLATHUR
CHENNAI-600099
MOBILE NO 9790930544
Email: ganeshwer@gmail.com

PROFILE:

Marketing, Sales, Liaoning, Planning and co-ordination

ACHIVEMENTS:

Handled the following projects From Launch to Handing over

2 Layouts

15 Housing projects from Launch of the project to Handing over of the project

1 Commercial Project

7 Projects Independently got Plan sanction and approval from CMDA & DTCP

Heading the Marketing and Sales Team and Responsible for selling all the projects in Dugar Housing Limited.

Handling CRM Team and resolving day to day quarries from Customers and coordinating with CRM team

Identifying Lands for projects.

Independently applied and Received Plan Sanctions for all Projects of Dugar Housing Ltd.

EDUCATIONAL QUALIFICATION:

B.Sc. (Physics), Madras University

EXPERIENCE:

Currently working at

DUGDAR HOUSING LIMITED as VICE PRESIDENT, SALES FROM Jan 2021 to till date

Projects Handled –

- 1. Park Dugar, Ramapuram, Township with Independent 143 villas**
- 2. Sterling Dugar, Sterling Road, 8 flats**
- 3. Greams Dugar- G+6 floors, Greams Road. Commercial complex**
- 4. Keshav Dugar – G+6 floors, R.A. Puram, Residential 54 Flats**
- 5. Samudra Dugar – G+4 floors, Thiuvanmiyur, Residential 14 Flats**
- 7. Dugar Enclave – Independent villas , Anna Nagar 14 villas**
- 9. Dugar Estate- G + 4 floors, Ambattur, Residential 78 Flats**
- 10. Gold City – G+4 floors, Thiruporur, Residential 434 flats**
- 11. Sky City – G+4 floors, Vanagaram, Residential 454 flats**
- 12. Sky Dugar – G+4 floors, Vanagaram, Residential 234 flats**
- 13. Lake Dugar- B+S+14 floors, Ambattur 431 flats**
- 14. Ashwa Dugar – G+5 floors 29 flats**

ALTIS PROPERTIS as GENERAL MANAGER – MARKETING & SALES

Heading Marketing & Sales from February 2019 to Dec 2020

**Projects Handled – Altis Oceanique on ECR, MSB S+15 FLOOR
sold out and handed over**

**Ashraya at Mangadu- MSB 3S + 15 FLOOR
Responsible and launched in April 2019
sold 65% within a year**

DUGAR HOUSING DEVELOPMENTS LTD. (From 1994 to January 2019)

VICE PRECIDENT – MARKETING & SALES

**Heading Marketing & Sales Team
Responsible for selling all the projects in Dugar Housing Ltd.,**

RESPONSIBILITIES - Marketing

Generating Leads
Planning for advertisements
Planning for Online Marketing
Planning for Housing Exhibitions
Planning and attending Overseas Exhibitions
Distribution of Leads to Executives
Monitoring Tele-callers

SALES

- Training the Sales Team
- Receiving Daily reports from Executives
- Handling the Sales Team
- Conducting Sales Meetings
- Meeting the Prospective customers
- Negotiating with Prospective Customers
- Closing the sale

CRM

Monitoring CRM activities like issue of Allotment letters, Agreements,
Meeting the customer requirements post sales activities like alterations,
Bank Loan arrangements, Handling Day to day queries from the customers
And solving the issues to the satisfaction of the customers up to the Handing over.

IASONING

Identifying Lands for Joint Venture and out right for Residential and
Commercial projects.

Meeting the land owners for negotiations.

Coordinating with Architect to prepare Plans for CMDA.

Handling Plan approvals from CMDA and Local Bodies
All Projects in Dugar Housing Limited plan approvals are handled
Independently and received the approvals.

Co-ordination with Government offices like Taluk office, Registration office
And Revenue departments connected with approvals etc.,

TLV HOUSING & FINANCE LTD.

(From 1992 to 1994) MARKETING EXECUTIVE

- ☐ SELLING HOUSING PLOTS AND APARTMENTS
- ☐ ASSISTING FOR LAY OUT APPROVALS
- ☐ SITE VISIT ARRANGEMENTS

OPERATIONS RESEARCH GROUP (ORG)
(From 1990 to 1991)

- ☐ ENGAGED IN MARKET SURVEY AND RESEACH FOR CONSUMER PRODUCT, SOCIAL AND ENVIROMENT SUBJECTS.

Salary : As per industry norms

Date :17-04-2021

Place: Chennai

SIGNATURE
