

VISHAL D PANDIT

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To be part of a team that encourages integration of skills and potential to explore new avenues of experience by taking up challenging tasks leading to overall development of organization and my career

I believe that our altitude in life is decided by our attitude towards our work. I want to keep this in mind while undertaking anything in life

PROFESSIONAL SYNOPSIS

- Total 10 years of work experience in real estate industry in channel management and sales
- Strong Exposure to Western and SOBO Market Channel Partner Base
- Major Skill Set:Channel Management,Relationship Management,Team Management

ORGANISATIONAL EXPERIENCE**Current Employer: March'19 to Present MJ Shah Group, Mumbai as Assistant General Manager-Sales****Responsibilities**

- Managing the Sales and Channel vertical for High-End luxury Residential Project 81 Aureate,Bandra West
- Developing and Nurturing relationships with affluent Cp's to increase Business and achieve sales target
- Kept channel partners up to date with project news and offers on a Monthly basis
- To Identify & activate best channel partners in relevant micro market for our project
- To attend HNI Client from Sourcing to Closing
- Convert Lead/ Prospect into a never-ending Client to the Company
- One Point of Communication for Client (Drawing, Interior,Engineers, Banking)
- Profiling clients to gauge their requirement and assisting them
- Advocate for CP's/Clients during Sales Negotiation
- Identified and resolved any errors during CP transaction by extensive review and supervision with CRM ensuring CPs' satisfaction
- Giving feedback and recent trends to marketing department for better cp and clientele experience
- Giving various options from the company portfolio
- Complete Knowledge of entire possession process and giving possession
- Regular Data Updating-ERP
- Reporting to Sales Head as well as the Promoter

Achievements

- Completed 18 Transactions of worth 300Cr in volume over the course of one year

Previous Employer: May'15 to March'19 Man Realty Ltd (Man Industries), Mumbai as Senior Sales Manager-Sales and Marketing**Responsibilities**

- To understand processes and identify areas of efficiency and productivity improvements for all Sales verticals (Pre Sales, Sales and Post Sales)
- To Acquire new cp's through references & online Portal
- Develop Positive and trusting relationships with Channel Partner by addressing individual needs
- Addressing customer service issues as raised by the Channel Partner
- Participate in seminars, conferences, and events to improve on existing job knowledge and expand personal network
- Updating construction status and maintaining good relation with the existing clients to generate reference sales and healthy payment inflow from the Booked Clients
- Coordinating with CRM team for CP's Invoice payment collection as per the guidelines
- Resolving the queries at site in respect to car parking system issues,customer access,construction related issues, coordination with project team etc
- To liaise with external agencies for print, outdoors, radio, web, online, and other media

- Vendor management-negotiating on rates, getting barter rates, sticking to timelines, getting quotes from different vendors, artwork delivery to vendors, and maintaining expense record on each of the brands
- Start to End Clientele Service
- Reporting to Director

Achievements

- On the basis of exceptional performance, managed to get a 12% salary hike
- Initiated and executed Hi-end Co-Branded event to ensure quality footfalls at One Park Avenue Site (Patlipada, Thane) like “Audi Q Drive”
- Managed and executed pre-launches for flagship project with rigorous co-ordination with existing as well as new Channel Partners.
- Appreciated and Awarded letter by the Director as a Outstanding Performance in the Month of Feb 17 and Oct 17
- Fetched Appreciations and Compliments for breaking the myth of converting deals from MCHI and Times Property
- Planned and coordinated with event agencies to execute One Day Event of One Park Avenue Project at Patlipada, Thane
- Introducing the New Agencies/Vendors for Creative Designs, Stall Designing and Fabrication, Printing, Developing website, Drone shoots, Events and Hoardings

Past Employer: Mar’12 to April’15 Vijay Group, Thane as Sales Manager

Responsibilities

- Managing the sales and Channel vertical for Orion – the most prestigious project of Vijay Group
- Attending Walkins Customers, greeting and showing them the Audio, Video, Project Presentation
- Taking customers to the site visit
- Maintaining healthy relationship with clients to generate avenues for further Business
- Monitor service delivery as well as collections from the clients within the stipulated credit period
- Perform comparative market analysis to estimate properties value
- Look for corporate tie-ups and work out special schemes for different corporate
- Participate in active marketing initiatives, attending industry events, exhibitions
- Conducting Final meeting to change Prospect into Buyer
- Reporting to Director

Achievements

- Was nominated for being innovative in the process of lead Generation from unexplored sources and pilot verticals
- Initiated and executed Hi-end Co-Branded events to ensure quality footfalls at Orion Site (Vijay Vilas Rd, Thane) like “Sneak Preview and Test Drive of Hyundai - Elantra, Volkswagen - Passat and Renault - Scala ”
- Was one of select few to be send for NAR, MCHI and Times Property
- Promoted as Sales Manager from Customer Relationship Manager within a time span of less than one year
- Received “Superstar Award for the year 2014” for exceptional client service, teamwork and business results

Past Employer: May’07 to Nov’11 HDFC Bank, Mumbai as Deputy Manager

Responsibilities

- Handling Retail Branch Banking
- Acquiring, growing and deepening high net-worth customer relationships by periodic visit to existing customers towards getting a larger share of their wallets
- Responsibility to increase the Bank's profitability by cultivating new business relationships
- Proposing appropriate investment opportunities to HNIs (Fixed Deposits, Mutual Funds, Life Insurance, Gold, etc)
- Retaining high net-worth customers by increasing ‘customer stickiness’ with the Bank (increasing income-product holding of the customers)

Achievements

- On the basis of exceptional all-round performance, managed to get a 10% salary hike within 6 months of joining the company
- The first one to win the Shining Star Award (Pan India) for “The Demat Run Contest”
- Achieved highest Trade Finance income in Mumbai zone
- Winner of “freedom from Queues–Net banking Bill Pay Contest”

- Won Many Sales Awards by the Zonal head such as 2 Much Offer Banking Premier League, Carpet Bombing Concert, 3 Ke Dum se Guna, TPP Carnival Contest, Upper Crest(Insurance), Padoson(Asset) and Abhimaan(Insurance) Contest, “Star of the Day and Jaldi Ten SB A/c Category Contest”

Past Employer: Sept’06 to May’07 with KOTAK MAHINDRA Bank as Assistant Manager

Responsibilities

- Responsible for the assigned branch, fulfilling leads of the branch and prospecting new business
- Establishing and strengthening relationship with branch employees and customer to promote cross selling
- Following up on the high net-worth individual leads given by the Bank and closing the sale and following up on the issuance of documents
- Identifying potential customers in the market

Achievements

- Promoted as Assistant Manager from Senior Sales Executive

Past Employer: March’05 to Sept’06 with ICICI Bank as Business Banking Executive(BBE)

Responsibilities

- Controlling and monitoring the performance of a team
- Coordinated and collaborated on high-level "outside the box"(EDC Machines A/C) approaches to drive business growth and meet challenging goals
- Generate the cross-selling business from existing customers by selling other products
- Coordinating with the team for reports for the events as well as activities during the week

Achievements

- Promoted as BBE from Sales Executive within a time span of Six Months

Past Employer: Jan’01 - Feb’05 with Riddhi Siddhi Enterprises as Fresher

Responsibilities

- Building clients and administration works
- Ensuring customer satisfaction
- Coordinating, Negotiating, quality checks and logistics with the clients as well as with the vendors.
- To provide various solutions like product quality, price. etc. to clients

QUALIFICATIONS

Bachelor of Commerce (Accounting Honors)
NES Ratnam College, Mumbai University in 2000

IT SKILLS

- Well versed in MS Office, DTP and Internet Applications
- Post graduate Diploma in Computer Application

PERSONAL DETAILS

- Date of Birth : 12th December 1978
- Present Address : 604, Satyam Apt, Datta Mandir Road, Bhandup(W), Mumbai-4000-78
- Languages(S-R-W) : English, Hindi, Gujarati and Marathi
- Marital Status : Married