

## CAREER OBJECTIVE

Pursuing an opportunity to develop a long-term relationship with a company and utilize my International / Domestic sales and Business development experience for mutual growth.

## PROFESSIONAL SUMMARY

### Core skills:

International Sales /  
Domestic Sales  
Business Development  
Corporate Sales  
Client Relationship  
Management  
Market research and  
Analysis  
Competitive Analysis  
Account Management  
P/L Management  
Onshore & Offshore  
operation  
Staff Training &  
Development  
Team Management

- **18+ years experienced dynamic sales professional possessing impressive record of career advancement along with excellence in International & Corporate sales through successful account and customer relationship management approaches.**
- Worked with **Lodha Group** as a **Manager- International Sales / Domestic Residential Sales, Omkar Developer, Kanakia Spaces Team Handling Role.**
- Extensive experience in **High Class Luxury Brands in Wholesale, Retail & Property markets with hands on experience with B2B & B2C Markets in the Middle East and Rest of the World.**
- Career focus has been on majorly **corporate sales, Client Relationship Management, Anti-Virus Sales, Market research and Analysis and Account Management.**
- Specialist Research on the companies, Growth, revenue, status, turnaround, management, desks laptops, IT product, hardware, software, IT retailers, resellers, there Domain, how the experts working domain etc.
- Top-performing sales &marketing professional with proven ability to drive business expansion through aggressive sales initiatives that deliver revenue growth, market share, and market penetration.
- Strong in relationship management, team building, start-ups/turnarounds and general business acumen.
- Verifiable track record of success driving unprecedented revenue and profitability gains within highly competitive organizations, industries, and markets.
- Strategic thinker who can plan and implement sales, marketing, and business initiatives to

## EDUCATION

**Bachelor of Commerce | 2012**  
**EIILM University**

## CAREER JOURNEY

Role	Organization	Duration
Sourcing Head – Sales	JUSTO Realty	Jan 2020 – Till Date
Sr. Manager Luxury Sales	Kanakia Spaces	Jan 2018 – May 2019
Manager-Luxury Residence Sales	Omkar Developers	Nov 16 – Jan 2018
Manager-International / Domestic Sales	Lodha Group	May 15 – Nov 16
Sales Account Manager	Minivel Services	March 12 - April 15
Senior Associate	First Advantage	Feb 10 - Feb 12
Customer Relationship Executive	In-Solutions Global Pvt Ltd.	Apr 07 - Jan 10

### Sourcing Head (Channel Sales) – Residential Sales | January 2020 – Till

#### Date JUSTO Real Estate.

- Handling Multiple Mandate Projects and Handling Site.
- Handling Sourcing and Closing Sales (Chembur Site – Concrete Developers Sai) and Avant Site at Goregaon.
- Handling the Outstation and International Markets for High End product, dealing with HNI Clients for the Mandate Projects.
- Taking care of Entire Operations and Sites single handedly
- Meeting all CP's, IPC's, RCP's for great Offers for their Clients.
- On the other hand, working as a Team Lead to assist Managers and Assistant Managers, on the sales floor to close deals through negotiations and strategic discussions. Hence helping customers to finalize on their dream house and guiding managers them to achieve individual and site targets.
- Played a Mentor role to new recruits and helped them be comfortable and get equipped with the organizational policies and working environment at the Site.
- Direct Acquisition of Clients for New and Existing Developments.
- Setting up Targets and Incentives plan to Team Members for Sourcing and Closing both.
- Sitting for Final Negotiation with Clients.
- Business Development for Non Mandate Residential Projects – Western Region.

### Senior Manager- Luxury Residence Sales | January 2018 – May 2019

#### Kanakia Spaces.

- Being a Core Closing Team Member, Actively Involved in Outstation Market for closing deals in Outstation market, Met Channel Partners for sourcing clients of any Kanakia specific projects, Regions – Bangalore, Managlore, Kolkata and Delhi.
- **Currently handling North Western Markets Sourcing for clients with Channel Partners for Powai projects (CodeName - Future), Markets – Jogeshwari West, Goregoan west, Malad West, Kandivali West.**
- **Closed 10 Net Deals for Western market.**
- Closed clients for EOI with the specific Channel Partners.
- To Generate Maximum possible revenue from a set of high profiled HNI's and UNHI's Clients for **Paris, Rainforest, and Zen Site.**
- Managing all NRI (Non- resident Indians/person of Indian origin) customers in their real estate requirement in India.
- Activated Bangalore Market with Good number of Channel partners on board for Kanakia Spaces.
- Activated ROM (Rest of Maharashtra), Closed clients for outstation Market as well – Nasik, Nagpur and Pune.
- Serve as single point of contact for International customers and Outstation clients with ownership interest in any Kanakia projects.
- To act as the Final Negotiation in meetings with Clients and close high value deal more than 12cr.
- To act as a liaison between the client, Site Head and Top Management for getting deviations approved and deals closed.
- Handling Channel Partner's and Interested Clients for Closing Deals for the Upcoming Powai Site Project (Future), in which ticket size starts from 3cr to 12cr onwards.
- Was a core Closing Manager for Rainforest, Zen and Paris Activation, However Done Sourcing for these Projects as well.
- Actively involved in Sourcing Clients through Channel Partners.
- In absence of Senior's have taken a charge and successfully closed the deals.

### **Manager- Luxury Residence Sales | November 2016 – January 2018**

#### **Omkar Realty & Developers Pvt Ltd.**

- To Generate Maximum possible revenue from a set of high profiled HNI's and UNHI's Clients for Altamonte & Ananta Site.
- Managing all NRI (Non- resident Indians/person of Indian origin) customers in their real estate requirement in India.
- Serve as single point of contact for International customers with ownership interest in project for Altamonte & Ananta.
- To act as the Final Negotiation in meetings with Clients and close high value deal.

### **Manager- International Sales | May 2015 – November 2016**

#### **Lodha Group**

- Build new international market from ground zero, conceptualizing & implementing strategic plan to increase market share.
- Managing all NRI (Non- resident Indians/person of Indian origin) customers in their real estate requirement in India.
- Serve as single point of contact for International customers with ownership interest in project.
- Particularly working for the Europe and Africa market which created a new brand to offer solution for all real estate requirements.
- Provide real estate consulting by meeting people for various requirements like Investment, or a second house, or their first dream home.
- Conduct real-estate consulting, feasibility analysis and marketing design for high-profile clients.
- Actively involved in Sourcing Clients through Channel Partners.
- Would ensure quality output from Management Trainees by providing trainings for Fiorenza and Eternis Site.
  - Manage and coordinate with sales/marketing team to ensure smooth client delivery.

### **Sales Account Manager | March 2012 – April 2015**

#### **Minvel Services**

- Worked as Sales Account Manager, With respect to Data verification and assessment solutions globally.
- Done B2B business with Corporates, IT, Pharmacy, Financial Sectors etc .
- Verifying the candidate's education certificate providing them for collection for University speaking to University, whether the candidate has given his exam with the same Roll no, etc. and verifying to approve the same with respect to their education certificates.
- Done meetings corporate CEO's MD's and sold the tool of candidates screening.
- International Sold for IT's – handles Market – Dubai, Singapore, Kuwait.

### **Senior Associate | February 2010 – February 2012**

#### **First Advantage (Quest)**

- Worked as Senior Associate, With respect to Data verification and assessment solutions globally.
- First Advantage is the largest provider of employment background screening services in the Asia Pacific region.
- Verifying the candidate's education certificate providing them for collection for University speaking to University, whether the candidate has given his exam with the same Roll no, etc. and verifying to approve the same with respect to their education certificates.
- Verifying there mailing address has to when candidates provides the same in BVF (Background Verification Form)
- Police and drugs verification done for the requested candidates.
- Interacting with APAC and UK clients.
- Writing reports with respect to candidatures BVF (Background verification Form)

**Project 1:**

**Project Title:** Debit Card Management System, Credit Card Issuance

**Role:** Client Co-ordinator

**Client:** Bob cards, HDFC Bank

**Team size:** 5

**Project 2:**

**Project Title:** Debit Card Management System

**Role:** Client Co-ordinator

**Client:** New India Co-operative Bank

**Team size:** 5

- Internal RFC, Given Demo according to the Modules, handled VCARE software alone, given Demo internally and externally.

Date of Birth : 27<sup>th</sup> December 1983

Languages Known : English, Hindi, Tulu, Kannada, and Marathi

Hobbies : Boxing, Swimming, and Playing Cricket