

Mr Ravindra Ramesh Pai

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Career Objective

As an employee, my purpose is to serve & create value for the organization. I will safeguard the interest of my seniors & work with utmost integrity & pursue my work with an ethical manner. My leadership qualities & Quality education blended with sense of responsibility and self motivation with interpersonal skills will hone in on the goals of the organization. Work towards being the best in the Sales & Services Sector and plan a sustained career ensuring job satisfaction and growth.

Academic Credentials

Course	Board/jUniversity	Year	Class
SSC	Mumbai jUniversity	1995	1 st
HSC	Mumbai University	1997	2 nd
B.E (Computers)	DnyaneshwarVidyapeeth	2001	2 nd

Carrer Path:

Anudan Properties Pvt Ltd (Thane)

Sr.Manager sales

DEC 2016 TILL DATE

Aryan Housing Corporation
Assistant Sales Manager

JULY 2015 NOVEMBER 2016

MOHAN GROUP (Real Estate)
Sales Manager

JUN 2011- May 2015

Mitchigan Commerce Pvt Ltd (Real Estate)
Sr. Sales Manager

SEP 09- MAY 2011

ICICI PRUDENTIAL LIFE INSURANCE COMPANY
Sr .Financial Service manager

AUG 07 – AUG 09

Hindustan Lever Ltd (Mafoi Consultancy)
Customer Service Executive

JUNE 02 - AUG 07



Professional Experience

1. Currently Working with Anudan Properties Pvt Ltd as Sr.Manager-Sales.
Project at Thane West

AREA OF EXPERTISE/EXPOSURE :

Channel Sales management : Developing and appointing the channel partners to expand product reach in the market and mentoring the channel partner for effective functioning and accomplishment of individual and team goals.

Business Development : Overseeing marketing and sales operation at Regional level, for achieving increased growth and initiating market development efforts.

Planning : Implementing long term/short term strategic plans to enhance operations in coordination with the organization and the industry trend.

Team management : Motivating, mentoring and managing a team of sales, accounts , ensuring optimum performance

Core Qualifications:

- ¥ Adept at applying channel sales techniques
- ¥ Proficient in all aspects of end user and channel sales
- ¥ Ability to implement cost-effective sales techniques to boost revenue
- ¥ Familiar marketing techniques designed to drive sales
- ¥ Adept at developing strategies to create a competitive edge
- ¥ Solid communications
- ¥ Monitored channel sales activities.
- ¥ Maintained productive communications with sales partners.
- ¥ Prepared Web-based presentations for sales partner.
- ¥ Allocated resources as necessary based on sales forecasts and projections.
- ¥ Established training programs for sales partners on channel sales techniques.
- ¥ Analyzed existing promotional and marketing activities
- ¥ Established and maintained mutually productive relationships with sales reps.



- ¥ Created and maintained a customer relationship management database.
- ¥ Provided resource management assistance.
- ¥ Prepared and performed channel sales demonstrations for perspective partners.
- ¥ Attended channel partnership meetings and provided suggestions

- To understand processes and identify areas of efficiency and productivity improvements for all Sales verticals (Pre Sales, Sales and Post Sales)
- To document as-is processes and lay down to-be processes and get confirmations from Senior Sales and IT leadership for all Sales verticals (Pre Sales, Sales and Post Sales)
- Analyzing business potential, conceptualizing & executing strategies to drive sales, augmenting turnover and achieving desired targets.
- To work with internal IT and external tech teams to execute, test and implement Sales Transformation projects for all Sales verticals (Pre Sales, Sales and Post Sales)
- To prepare detailed Project plans while identifying all possible list of activities required for goal achievement
- To do periodic reviews with the entire Project team at an agreed frequency and track completion of daily activities
- Strong project management and implementation experience
- Establishing sales objectives by forecasting and developing annual sales quotas; projecting expected sales volume.
- Monitoring competitor activities.
- Maintaining excellent relations with clients to generate avenues for further business.
- Conducting post-sales service to ensure customer satisfaction.
- Ensuring Customer Satisfaction by achieving delivery and service quality norms.
- Research & Develop Strategies and Plan which identify marketing opportunities, direct marketing and new project development.
- Resolving customer complaints regarding sales and service.
- Representing company at trade fairs & exhibition meetings to promote projects.
- Maintaining professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.

Professional Experience

2. Sales Manager in Mohan GroupA Project of Mohan Group,Mohan Suburbia in Ambernath West from June 2011 to May 2015.

Job Profile :

Handling sales of residential and commercial properties.
Assigning, monitoring and supervising day-to-day activities of sales executives.
Implementing new ideas, suggestion for the betterment of the township.
Achieving target by providing maximum sales in the specific time.
Directly interacting with the customers, NRI's, & brokers to generate maximum amount of sales.
Handling post sales activities like administration work, stamp duty, preparing NOC, OCR and fixing the appointment for registration of the agreements.
Coordinating with various financial institute for APF No., disbursement of the loan etc.
Handling alteration work, possession of the properties and attending complaints in terms of rectification and repair.
Day to day submission of the sales report directly to the director.
Day to day follow-up with the customer for outstanding payments.
Supervising & monitoring general work of the Compan

Handling Sales individually for the projects

Supporting overall inquiries on the sites, walk-ins and explaining the details about the project, sample flats, etc. to the clients

Maintaining cordial relations with customers, regular after sales follow up and handling customer grievances, complaints and claims

Coordination with banks regarding project and home loan approvals and documentation

Keeping close watch on the market trends and keeping the Sales Head abreast of the competitors projects and project launches

Representing the organization in various property exhibitions

Maintain clients database, daily MIS, monthly sales and market survey reports
Carrying out sales and post sales activities to ensure accomplishment of projected sales targets

Effectively represent the interests of the company and lead negotiations, deal finalizations for major sales deals

Reviewing Allotment letter, Sales and Purchase agreements, Possession letters, NOC and other legal documents

To suggest the Management about required inputs in order to increase the walk-ins and subsequent sales

Personal Details

❖ Date of birth 26th November 1979

❖ Place of Birth	Vadodara
❖ Nationality	Indian
❖ Gender	Male
❖ Marital Status	Married
❖ Languages known	English, Hindi, Marathi.

I hereby declare that, all the information furnished above is true to the best of my knowledge.

(RAVINDRA R PAI)

