

# Sahil Goel

Experienced Real Estate Consultant with over +10 years in Gurgaon, specializing in Residential and Commercial projects including DLF, Signature Global and AIPL. Skilled in Builder Floors and YEIDA plots. Expert in negotiations, client acquisition, and cold calling coaching. Passionate Motivational Speaker with proven ability to train sales teams, deliver results, and ensure exceptional after-sales service .



## / CONTACT

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## / SUMMARY

Knows exactly what customers want to hear builds instant trust. Resilience: Never quit even after long market slowdowns. Dedication is my weapon: only consistency creates results. Philosophy: Talent without work is nothing. Discipline-first mindset: daily routines & structure. Adaptability: Succeeded in both booming & tough markets. Good people management skills and Strong communication and public speaking ability.

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## WORK EXPERIENCE

- 10+ years in real estate, mastered cold calling when most avoided it.
- Self-made – built business without inheritance or big funding.
- Closed deals with DLF, Signature Global, AIPL, YEIDA, and builder floors (275–500 sq. yds).
- Understands buyer fears & seller expectations → closes gaps effectively.
- Not an engineer, yet gained exposure working with L&T on PIER Building, IGI Airport.
- Closed high-value deals in Gurgaon's competitive market.
- Develop and drive sales initiatives to achieve set goals by mentoring and motivating the sales team.
- Hiring and Terminating Digital Marketing Companies.
- Accompany Buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting based on current market conditions.
- Conduct quarterly seminars and training sessions for sales agents to improve sales techniques.

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- Advise sellers on how to make homes more appealing to potential buyers, increasing average selling prices by 16% from initial appraisals.
  - Compare properties with similar properties that had recently sold to determine competitive market prices.
  - Promoted sales of properties through advertisements, multiple listing services and other online advertising platform.
  - Participating in negotiations & bringing deals to a closure.
  - Marketing Research and Client Analysis.
  - Managed Sales team of 15 Employees while coordinating with Digital Marketing Companies.
  - Educating the client with the market trends, keeping them aware with the rental returns and the price appreciation they may get after investing in our properties.
  - Delivering positive customer experience to a distinguished client base.
  - Planning and Achieving Targets to project goods sales return to the Company.
  - Analyze and evaluate the effectiveness of sales enquiries, methods and results.
  - Helped Company to Boost Growth and Sale Through Calling.
  - Received Leads of Potential Buyers and attract new clients, Build Solid Relationships with them and maintain existing ones.



## ACHIEVMENTS & CERTIFICATES

- Demonstrated strong communication skills through participation in Debates and Declamations during School and College Time period.
- Received Certificate of Honor with Winner and Runner up categories in various field like Football, Skating, long distance races, Long jump, Hockey, Marathon, Academics, Boxing, Literary and Cultural Extravaganza, All India Open Roller Skating, Rink Roller Hockey, Cross Country Marathon, Inter School Talent Rendezvous, Music, Dramatics, etc.



## INTERESTS

- Reading.
- Playing Sports – Football, Kickboxing, Basketball and Cycling.
- Watching Videos that give Good Knowledge about Interesting Things and Beings.
- Listening to Music.



## SUMMARY OF SKILLS & STRENGTH

- Excellent analytical skills
- Cooperative team member
- Outstanding interpersonal skills
- Extremely organized
- Quick learner
- Situation Handling
- Collaborative team Management
- Decision Making
- Negotiation
- Attention to detail
- Energetic and organized
- Computer proficient
- Microsoft Office, Excel, PowerPoint proficiency
- Good with Video Editing Software and Building Information Modelling on Autodesk
- Excelled in the field of Sports, Education and Extracurricular activities with shining colors.



## EDUCATION

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| 2004 | I.C.S.E. X -COMMERCE with MATHEMATICS- ST. GEORGES COLLEGE,<br>MUSSOORIE, UTTARANCHAL, INDIA  |
| 2006 | I.S.C. XII -COMMERCE with MATHEMATICS- ST. GEORGES COLLEGE,<br>MUSSOORIE, UTTARANCHAL, INDIA  |
| 2009 | Bachelor of Arts: Law, History, Sociology, political science, Economics, English<br><br>UNIVERSITY INSTITUTE OF LEGAL STUDY, PANJAB UNIVERSITY-Chandigarh,<br>Panjab, India |
| 2017 | Diploma in AUTOCAD Civil (Building information Modelling)<br><br>Diploma in REVIT ARCHITECTURE (Architecture and Engineering)   |



## LANGUAGES

- English ●●●●●
  - Hindi ●●●●●
  - Punjabi ●●●●●
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