

## SANDEEP GUPTA



### Contact

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### Personal Details

Date of Birth : 02/07/73

Marital Status : Married

Nationality : Indian

### FUNCTIONAL COMPETENCIES

Channel-Cum-Direct Sales Management - New Channel Development -Existing Channel Management & Training. - Developing Payout schemes - Lead Generation & Management - Direct Sales-Team & Individual - DSA's & Channel Sales

Business Development -Market Survey -Market Research -Project Planning -Feasibility Check - Product Mix -Strategies -Channel Development.

### PROFESSIONAL SUMMARY

An accomplished visionary and team leader with 25+ years of Substantial Experience in Business Development, HNI engagement, Luxury property proposition, Sales promotion, Sales Planning, Strategies, Digital and Social Media Marketing, DSA's & Channel Management and CRM. Aspiring to pursue Senior. Level assignments in Direct/ Channel Sales & Marketing, Business Development, Team Management, International Sales and CRM with and an Organization of Repute.

### WORK EXPERIENCE

**Emerald Home Developers Pvt Ltd** January 2024 - Till Date  
General Manager-Sales  
Sales and Marketing of Emerald Heights ultra luxury 4BR Apartments at sector-88 and Gulmohar Plotted Development at sector-97 and upcoming Super luxury project at sector-20 via channel Network and Direct sales Team.

**Ahinsa Builders pvt.ltd, Faridabad** Jan 2023 - Dec 2023  
GM-SALES  
Sales and Marketing of AHINSHA NATUREZ PARK Ultra luxury 3B/R+SQ Apartments( 1.80 cr onwards) at sector-41 Faridabad. via channel Network and Direct sales Team.

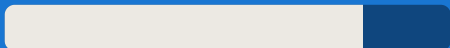
**CONTOUR BUILDCON PVT LTD, NOIDA** May 2021 - Dec 2022  
GM- Sales  
VISTA-FARM PLOTS(Nr.Jevar Airport, Noida)- This ultra luxury Plots Caters to select of 30 plots in 12 Acres. Offering Uniform size of 918 sq.yds. Ticket size of 1cr to 5cr.  
MOUNT ATTALIA(Nr.Jevar Airport, Noida)-This luxury Plots Caters to select of 396 Plots in 32 Acres. Offering Sizes from 100 to 500 sq.yds.

**MAHAGUN INDIA PVT LTD, NOIDA** July 2018 - Feb 2021  
SITE SALES HEAD  
MANTRA(Sector-10, Noida Extension)-Flagship Offering by Mahagun and One of the Low Density Luxury Project of Noida Extn. This Luxury Project Caters to select 1144 Residents Acres. Offering Sizes from 850 sq.ft to 3600 sq.ft. Ticket size of 42 lacs to 4 cr.

MYWOODS-(Sector-16C, Noida Extension)- Flagship Offering by Mahagun and One of the Landmark luxury Project of Gr.Noida. This Landmark Project is Having 4997 units in Area of 35 Acres. Offering Sizes from 935 Sq.ft to 2200 Sq.ft. Ticket Size of 40 lacs to 1.20 cr.

CRM -Coordination for the  
Collection of Outstanding Dues. -  
Resolution of Customer Queries  
and Griviences. -Coordination for  
the possession.

80%



### **Unitech ltd, Noida**

Senior Manager- Sales & Marketing

Gurgaon:

Nirvana Country-1:300 Acres of this Luxurious Landmark  
Township in Gurgaon. Ticket Size of 0.8 to 8 Cr.

Noida:

UNITECH GOLF AND COUNTRY CLUB,NOIDA

This is High End premium Luxury Apartment Project. Ticket  
Size of 4Cr to 10Cr.

Other Housing projects in Noida-

Unihomes,Gardens,Residences,Exquisite,Palms.Ticket Size of  
0.35 to 1.5 Cr.

Greater Noida:

Horizon,Heights,Cascades, Habitat and Verve.

Ticket size of 0.30 to 1 Cr.

Agra:

High- tech City Plot, Agra

Ticket Size of 0.15 to 1.5Cr.

### **Parsvnath Developers Ltd,New Delhi**

Asst. Manager- Sales & Marketing

Noida:

Residency,Gardenia,Prestige,Plaza,Telcom City.

Ticket size of 0.25 to 1Cr.

Greater Noida

Estate,Edens,Platinum,Panorama,Bibhab Plaza.

Ticket size of 0.20 to 0.65 Cr.

Ghaziabad:

Paradise,Arcade, Majestic Floors.

Ticket size of 0.10 to 0.75 Cr.

Gurgaon:

Platinum Floors at Ardee City

Ticket size of 0.45 to 0.75 Cr.

Faridabad:

Manhattan Mall, City Mall

Ticket size of 0.20 to 1.5.Cr.

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### **PROFESSIONAL QUALIFICATION**

#### **AGRA UNIVERSITY**

Masters In Business Administration

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### **AUXILIARY COMPETENCIES**

-Call Center Management

-Domestic Road shows

-International Exhibitions

-MIS/Report Management

-Closed Group Events

Nov 2004

- June

2018

Dec 1996

- Nov

2004

1995