*PANKAJ DHIMAN*

**Contact No: +91-9873965121**

**E-mail: pankajdhiman1978@gmail.com**

Seeking assignments in Marketing / Business Development with an organization of high repute having highly productive work environment with a well-defined growth plan.

***PROFESSIONAL SYNOPSIS***

* MBA (Marketing & H.R.) with 14+ yearsof experience in Customer Relationship Management, Marketing & Sales, Business Development in real estate sector.
* Proven abilities in delivering value-added customer service and achieving customer delight by providing customized products as per requirements and solid closure ability.
* Good communication and interpersonal skills with the ability to work in a multi featured environment.
* Attention to detail and ability to adapt quickly to new environments allows me to deliver first-rate client services

***CORE COMPETENCIES***

**Business Development:**

* Managing new business development and promoting the sales of new and under construction projects Delhi/NCR.
* Liaising with existing Clients, real states agents and perspective buyers.
* Handling of all inbound enquiries / leads and converting the same.
* Ensuring customer satisfaction by achieving delivery of service quality norms by interacting with clients, handle queries & resolving ambiguities.
* Coordinating with existing clients to understand their requirements and then customize the product according

**Bhutani Infrastructure Pvt Ltd *GM- Marketing & Sales***

[Dec 2020 to till date]

***Responsibilities:***

* Working in commercial projects in Greater Noida west and Noida Expressway.
* To manage the channel partners in Delhi, Noida & Ghaziabad with my sales team.
* Selling of commercial shops, ATM, office spaces.
* Providing supervision to all the marketing personnel working under me and reporting to my team head.
* Working efficiently as a Bridge between channel partners and the developer.
* Presentations for corporate and major clients personally.

**Unnati Fortune holdings Ltd *GM- Marketing & Sales***

[Dec 2017 to Nov 2020]

***Responsibilities:***

* Working in commercial projects in Noida Expressway.
* To manage the channel partners in Delhi, Noida & Ghaziabad with my sales team.
* Selling of commercial shops, ATM, office spaces.
* Providing supervision to all the marketing personnel working under me and reporting to my team head.
* Working efficiently as a Bridge between channel partners and the developer.
* Presentations for corporate and major clients personally.

**Grand Peak Infrastructure Pvt Ltd *GM- Marketing & Sales***

[May 2015 to Nov 2017]

***Responsibilities:***

* Working in commercial projects in Greater Noida west.
* To manage the channel partners in Delhi, Noida & Ghaziabad with my sales team.
* Selling of commercial shops, ATM, office spaces.
* Providing supervision to all the marketing personnel working under me and reporting to my team head.
* Working efficiently as a Bridge between channel partners and the developer.
* Presentations for corporate and major clients personally.

**AMR Infrastructures Ltd. *AGM- Marketing & Sales***

[Jan 2012 to April 2015]

***Responsibilities:***

* Working in commercial and residential projects in Greater Noida & Kundli.
* To manage the channel partners in Delhi, Noida & Ghaziabad with my sales team.
* Selling of commercial shops, ATM, service Apartment, office spaces, Penthouses & residential projects.
* Providing supervision to all the marketing personnel working under me and reporting to my team head.
* Working efficiently as a Bridge between channel partners and the developer.
* Presentations for corporate and major clients personally.

**Earth Infrastructure ltd. *Sr. MANAGER, Marketing & Sales***

**[**July. 2011 to Dec.2011 date]

***Responsibilities:***

* Working in commercial and residential projects in Gurgaon and Greater Noida.
* To manage the channel partners in Delhi, Noida, Gurgaon & Ghaziabad.
* Selling of commercial shops, ATM, service Apartment, office spaces & residential projects.
* Providing supervision to all the marketing personnel working under me and reporting to my team head.
* Working efficiently as a Bridge between channel partner and the developer.
* Presentations for corporate and major clients personally.

**Unicon Investment Solution (Real Estates) Business Development Officer, (Sales)**

[Mar 2010- June 2011]

***Responsibilities:***

* Building a network of channel partners and assisting them with issues like- commission slab, unit allotment etc.
* Interacting with prospect clients, counseling and closing deals.
* Supply of necessary marketing information at many vital conferences.
* Leading my team of sales professionals at Property-expos and other events of major public footfalls like- fairs, markets, & malls.
* Presentations for corporate and major clients personally.
* Ensure authenticity of information regarding project within the business development team.
* Ensure client query follow-up and pursuit to conversion.
* Building a team environment and training them for better efficiency.
* Provide excellent service through building and maintaining long term relationships with clients.
* Work with sales and marketing teams to relate client experiences and refine service definitions.
* Creating methods to provide feedback and quality assurance on identified errors.

**Educational Qualification:**

* **M.B.A.** completed with **MARKETING & H.R**. in 2010 from **IIMT COLLEGE OF MANAGMENT** situated in Greater Noida which is AICTE approved ministry of H.R.D.
* Graduation (B.Com.) from C.C.S University, Meerut in year 1999.
* 12th from U.P. Board with Science, in year 1996.
* 10th from U.P. Board with Science & math, in year 1994.

**Summer Training:**

Company name: BAJAJ LIGHTING Ltd.

Topic: Selection & Recruitment Process in Company.

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**Achievements:**

* I had cleared **Civil Service** & Various P.C.S. Pre & Mains exams and reached Interview in the duration of 2000 to 2007.

**Personal Details:**

Father’s Name: Mr. Ramesh Dhiman

Date of Birth: 1st, Jun 1978

Marital Status: Married

Language Known: English, Hindi

Nationality: Indian

Address: NOIDA

Hobbies: Interacting with people, Internet surfing, traveling

Date:  **Pankaj Dhiman**

Place: