**SUNIL KUMAR**

**Mobile No.:** +91- 9990008027 **Email:** [sunilkumar1@live.com](mailto:sunilkumar1@live.com)

**PROFESSIONAL SNAPSHOT \_\_**

* A Competent, diligent & result oriented Real Estate Professional with **5 Years** of professional experience with rich industry exposure across Sales, Leasing of Retail, Commercial, Residential Product promotion, Customer Relationship Management, Group Housing & Township, Channel Management, Corporate Presentation, Referral Sales and Possession.
* Team management and Relationship management skill with effective communication, negotiation and presentation skill.
* Organized and detail oriented individual who exemplifies professionalism, and an ability to manage multiple projects and tasks at any given moment.
* Experienced in achieving sales target, developing profitable and productive business relationships and building an extensive client base.
* Undertook Residential and commercial projects in Delhi, Gurgaon, Faridabad and Manesar.

**SKILL SUMMARY\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Sales/ Marketing Strategies
* Business Development
* Customer Service
* Brand Positioning and Brand Personality
* Relationship Development
* Team Leader
* Goal Oriented
* Flexible and focused Attitude

**CAREER HIGHLIGHTS**

**AASHIRWAD PROPERTIES, Gurgaon**

**2010 to 2012**

Executive – Sales & Marketing

**AASHTHA REALTY**

**2012 to 2015**

Deputy Manager – Sales & Marketing

**INFINITI REALTY**

**2015 TO TILL NOW**

Manager - leasing and sales

Company Profile

A real estate company working as channel partner with renowned developer for sale purchasing and leasing Group Housings, IT Parks and Commercial Complexes.

Job Responsibilities:

* Managing the entire spectrum of marketing and sales of Commercial / Residential projects of the company in and around Delhi-NCR through all the renowned channel partners & direct customers.
* Lease of Retail / Commercial/Residential Space/Apartment through dedicated channel network of brokers associates and direct client.
* Interacting and maintaining business relationships with local channel partners for enhancing sales growth, market coverage and promoting the brand and driving business from them.
* Keep up to date track of vacant and occupied space and share the availability of vacant space with the channel partners.
* Preparing status report on the deals those are under various stages of progress/ negotiations right from signing of LOI to commencement of business.
* Developing a database of qualified leads through referrals, telephone canvassing, cold calling on corporate employees, direct mail, email, and networking.
* Done major corporate deals with the well-known corporate and performed as a middle man in negotiating and closing of deals.
* Act as an intermediary between the client and the company, ensuring value addition to both keeping the companies interest always as primary.
* Participation in product launching, Exhibitions, conference calls and corporate events to increase new client base and create new business opportunities.

**OTHER JOBS / TRAINING / SEMINARS**

* + Participation in Property Exhibitions and dealers meet.

**EDUCATIONAL QUALIFICATIONS**

* Bachelor Degree in Arts from SOBHIT University MEERUT.

**COMPUTER KNOWLEDGE**

○ MS-OFFICE, Ms-Word, Ms-Excel, Ms-Power point, Ms-Access)

* Internet, savvy

**PERSONAL DOSSIER**

Father’s Name : Mr. Om Kumar

Date of Birth : 11-11-1981

Marital Status : Married

Permanent Address : D8 upper ground floor Paryavaran complex saket

Linguistic Ability : English & Hindi

**REFERENCES**

(Available If Required)

DECLARATON: I hereby declare that the above mentioned statements are true to the best of my knowledge

**(SUNILKUMAR)**