



Contact

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Top Skills

Business Development
Team Management
New Business Development

Languages

Hindi
French
English

Certifications

SAP Certified Application Associate
- Sales and Distribution, ERP 6.0
EhP7
ESOL Examination

Ankur Gupta

Commercial Real Estate Rule- save TIME, create TRUST and be
TRANSPARENT for your clients!!

Gurgaon, Haryana, India

Summary

Experienced Professional with a demonstrated history of working in the commercial real estate leasing and transaction. Skilled in Negotiation, Market Research & Deal Management. Strong business development professional with MBA in International Business from Tier 1 college.

What I do everyday? I work on 3 T's- save Time, create Trust and be Transparent for my clients.

Looking for a new office, retail or warehouse! Lets sit over a cup of coffee as each new day starts with Expectation and ends with Experience!!

Experience

15bells
Managing Director
May 2017 - Present (3 years)
Gurgaon, India

15 Bells is a revolution in the real estate sector. With stagnant growth and fraudulent activities prevailing in the industry, we at 15 Bells make sure that there is no hindrance when it comes to commercial leasing, selling or buying. With an amalgamation of technology, trust and transparency, we implement digital innovations to resolve the age-old problems of the real estate sector to deliver an astounding experience to the stakeholders.

With us, you can search for the right property, client or deal with just a few clicks. How? Register with 15 Bells, authenticate your profile, select your role on the portal (buyer, seller, lessor, lessee) and you are done. We deliver your customized dashboard within a few seconds. You can then access all the information about your property or the property you are interested in, at one place.

Scout for best properties, check the location, visit the site virtually, get hassle-free legal consultation and lease, buy or sell properties within 15 minutes. It is that simple, user-friendly and swift.

At 15 Bells, we redefine transparency and cultivate better processes for the ever-expansive real estate market.

Be growth ready with 15 Bells!

Anaya Realm

Founder

January 2014 - January 2017 (3 years 1 month)

Gurgaon, India

- # Generation of Leads and converting them into business through building up excellent business relations.
- # To understand client requirement, map the client and devise best investment portfolios to get them maximum return on investments.
- # Manage the entire marketing strategy for the company required for maximum output.
- # Developing insight-driven approaches to customer acquisition and retention.
- # To generate sales, execute paperwork, billing and collection of consultancy fees.
- # Manage relationship with existing clientele and builders.
- # Maintain relationship with channel partners.

ITpreneurs

Business Development Manager- South Asia

August 2013 - December 2013 (5 months)

ITpreneurs is a leading global provider of Training solutions in the IT best practices domain.

Looking after the Corporate Sales for key corporate accounts in South Asia region for Training and Certifications in IT best practices.

My portfolio includes practices like -

- KEPNER TREGOE
- TIPA
- TOGAF
- COBIT

- ITIL
- XBRL
- CLOUD COMPUTING
- ISO/IEC 27001
- ISO/IEC 20000
- PRINCE
- PMP
- SCRUM
- AGILE

and many others.

My portfolio includes the best interactive training materials present globally and making the client aware of our globally recognized training and certification modules.

I'm solemnly responsible for generating new business models like co-branding, LMS Integration and Train the Trainer etc for the company.

HCL Infosystems Ltd

Account Manager-Enterprise Business

July 2011 - July 2013 (2 years 1 month)

Responsible for handling all corporates in Delhi NCR.

To develop business relations with clients.

To understand client business and devise solutions to make there processes simpler.

To book the order, execute, installation, billing and collection of the same.

According to the target maintain my collection and revenues.

Maintain relations with channel partners.

Improving sales effectiveness and driving revenue growth.

Prepare & Deliver Corporate Presentations

Develop new business relationships, negotiate and generate new income for Company to an agreed annual target, to increase year on year.

Developing insight-driven approaches to customer acquisition and retention.

Strategic brand management to increase trust and loyalty.

Strong experience working with "C" level executive clients.

C&S Electric Ltd.

Management Trainee

April 2010 - May 2010 (2 months)

Okhla, New Delhi

Finding prospective buyers in Africa for electrical equipments as a part of international marketing.

Education

Birla Institute of Management Technology (BIMTECH)

PGDM-IB, International Business with Marketing · (2009 - 2011)

Apeejay Stya University

Bachelors in Engineering, Electronics & Instrumentation · (2005 - 2009)

Summer Fields School - India