

Summary

Results-oriented sales professional with 12+ years of experience into Sales and a proven track record of exceeding monthly sales quotas, team management. Highly skilled at creating new relationships and maintaining strong customer relations to generate repeat business. In-depth knowledge of effective sales strategies, training and exceptional presentation skills. Analytical thinker with the ability to perform well under pressure. Goal- and team-oriented with strong leadership skills and a commitment to team quotas.

Skills

Microsoft PowerPoint

Sales Forecasting

Negotiation

Leadership

Revenue Generation

Sales Analytics

Business Development

Customer Relationship Management (CRM)

Time Management

Sales Operations

Education

- S.S.C**
Percentage: 39
2006
Maharashtra board
- H.S.C**
Percentage: 52
2008
Maharashtra board
- T.Y.BMS**
Percentage: 60
2011
Mumbai University

Experience

- Lodha Group**
Sr. Associate Community Lifestyle
Feb 2025 - Present
 - Build, shape, and lead the BelleVie Guardian vertical, establishing strong systems, processes, and a high-performing team
 - Lead, develop and implement strategies for growing the rental, resale, and offline activities within BelleVie societies
 - Identify new business opportunities and partnerships to expand BelleVie's reach in target markets
 - Coordinate with various internal teams (sales, marketing, operations, etc.) to ensure smooth execution of projects and activities
 - Prepare and present regular reports on business performance, revenue generation, and operational activities
- Square Yards**
Area Manager
Aug 2023 - Nov 2024

- Understand and analyzing real-estate rental market
- Manage rental properties- Owners and Tenants
- Managing and tracking site visits, negotiation and closures
- Ensuring a swift movement of the transaction with all the deal terms
- Participating in negotiations & Sourcing new projects

CARS24 PVT LTD

Retail Manager (Procurement)

Jan 2021 - Jul 2023

- Managing all operations within retail and home inspections for procurement
- Develop and implement the plan for the center to meet business objectives
- Coordinate with internal team for vehicle inspection, auction, and pricing
- Measure and report sales metrics, monitor actuals-to-plan
- Monitoring team performance, and assist in closings when necessary

DREAMS MY NEW CAR INDIA PVT LTD

Team Leader. (Sales and Operations)

May 2019 - Dec 2020

- Lead the team in proper direction to achieve their sales target
- Monitoring contact center matrix
- Target setting and reviewing
- Identifying the areas of improvement, and defining a plan towards it
- Generating reports and tracking performance of the team
- Identifying deficiencies in skills among the team and work on their improvement via training
- Conducting weekly/monthly review and define the further actions

RITU AUTOMOBILES PVT LTD

Team Leader. (Sales)

Feb 2016 - Apr 2019

- Track daily, weekly and monthly sales
- Arranging the day plan for each team member
- Target setting and review achievements
- Be responsible and accountable for meeting deadlines
- Generating reports and tracking performance of the team
- Identifying gaps in the process and fix them in consultation with Sales Manager

GEN NEXT MOTORS LTD

Sales Consultant/ Team Leader.

May 2012 - Jan 2016

- Understands automobiles by studying characteristics, capabilities, and features
- Demonstrates automobiles by explaining characteristics, capabilities, and features, taking drives, explaining warranties and other services
- Closes sales by overcoming objections, asking for sales, negotiating price and explaining FAB's
- Updates job knowledge by participating in educational opportunities, reading professional publications, and auto car magazine.
- Track daily, weekly and monthly sales
- Generating reports and tracking performance of the team



Language

Hindi

Gujrati

English

Marathi