

RESUME



ANAND KUMAR

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CAREER OBJECTIVE:

To work with an organization where there is a sufficient scope for development so that I can have maximum opportunities to enhance my skills. And achieve high carrier growth.

KEY SKILLS:

Sales, Marketing, Lead Generation, Business Development, Team Handling, Presentation, Direct Sales, Channel Sales, Customer Satisfaction, Negotiation, Planning, Meeting, Pricing, Proposals, Relationship Building, Reporting, Ethics, Initiative, Leadership, Team Work.

CAREER SUMMRY:

- Results-focused professional 13 years of experience in senior managerial level
- Delivering and sustaining revenue and profit gains within highly competitive Real Estate market
- Exceptional communicator with a consultative approach, strong negotiation skills
- Problem solving abilities, and a keen client needs assessment aptitude
- Aggressively identify opportunities, develop focus, and implement tactical business solutions
- Proficient at forging strong relationships with key decision-makers, other executives, and channel partners.

CORE COMPETENCIES:

Sales & Marketing

- Managing the sales activities and coordination with operations team.
- Promoting our available inventories and accountable for increasing sales.

Relationship Management

- Handling customer queries for better client satisfaction.
- Identifying prospective clients, generating business from the existing clientele to achieve business targets.
- Interacting with the clients and channel partners on a regular basis & providing redress to all their queries, complaints & handling all client relation.

Dealer Management

- Identifying and networking with financially strong and reliable adviser's/dealer networks.
- Driving sales efforts through dealer network.

Event Management

- Organizing various promotional activities to generating new leads.

RESPONSIBILITIES:

- Handling all sales and marketing activities with the management.
- Handling the residential township project in Lucknow
- Maintaining the quality of services for company's goodwill and getting more bookings with the help of effective Market Research.
- Coordinating work activities with team members.
- Conducting and taking active participation in exhibitions and promotions of our product.
- Proper coordination with team executives and various departments.
- Controlling of back office staff to update records and financial transactions.

EXPERIENCE:

SAPPHIRE INERAVENTURES PVT LTD **Sept.2022 to Till Date**

Assistant General Manager : Sapphire Royale at Sultanpur Road
: Handling Entire Direct Sales and Channel Sales
: Reporting to Director

SHALIMAR CORP LTD **Feb 2020 to Jan. 2021**

Manager : Garden Bay, Gallant, Mannat, Mannat Extension
: Handling Entire Site Walk-ins, Direct Sales, Maintenance
: Reporting to Sales Head and Director

ONEOAK REALCON PRIVATE LIMITED **Jun.2018 to Jan.2020**

Manager : ATMOS
: Handling Channel Sales & Direct Sales
: Reporting to VP and Director

DESERVE BUILDERS & DEVELOPER LTD. **Oct.2013 to Jun.2018**

Sr. Executive : DESERVE ELITE
: Direct Sales, Site Sales, Walk-ins, Meetings, Site Visit

OCTAGON BUILDERS & PROMOTERS PVT. LTD. **Apr.2009 to Oct.2013**

Executive : Dream City -Phase 1 & 2, Dehradun
: Direct sales, Cold Calling, Client Meeting, and Site Visit

SUMMER TRAINING:

HCL INFOSYSTEM **July 2008 to Aug.2008**

Promotional Activities & Awareness Program - HCL Mi-leap V Series tablet laptop

ACADEMICS:

- Graduation B.com from DDUGKP University Gorakhpur in 2007.
- XIIth from M P Inter College Gorakhpur affiliated with UP Board in 2004.
- Xth from MMMIC Gorakhpur affiliated with UP Board in 2002.

COMPUTER AND OTHER COURSES:

- Diploma in Computer Application
- Diploma in fashion design From ZCA (Zee Career Academy)
- Proficient in M.S office (MS Word, Excel, Power Point)

PERSONAL DETAILS:

Father's Name:	Gorakh Nath	Date of Birth:	13/07/1987
Gender:	Male	Marital Status:	Married
Nationality:	Indian	Languages Known:	English, Hindi

DECLARATION:

I hereby declare that all the information given by me is true to be best of my knowledge.

Date:

Place: Lucknow

(Anand Kumar)