

PRIYESH SAINI

Sales and management professional with in-depth knowledge of the industry. Proven leadership skills in developing staff, implementing processes, managing teams, projects and initiating process improvement.

PROFESSIONAL EXPERIENCE

Kinjal Group

Location: Parel

Site Head (August 2023-Till date)

- Responsible for handling the entire Sales & Marketing for Kinjal Group.
- Handling the Pre-Sales, Direct Sales, Channel Sales & CRM.
- Empanelled elite ICP's and RCP's of SOBO, Western and Central Suburbs.
- Developing Sales strategies, marketing strategies to increase Sales & exploring new Channel's for lead generations.
- Oversee the proper training of all team members to ensure everyone's goals are aligned to company objectives.
- Coordinating with the CRM team for timely collection and to take care of grievances of existing customers.

KEY ACCOMPLISHMENTS

- Sold 8 apartment in Kinjal Nine project located in Agripada in 2 Month.
- Successfully launched the Kinjal Pride project in Parel
- Sold 21 units in 3 Month.

Piramal Realty

Location: Mulund (W)

Sales Manager (January 2021-February 2022)

- Responsible for leading On Site Sales of High End/Luxury and Integrated Township Residential Projects. Ticket size starts from 1.2cr-4cr.
- Attending the walk-in client to the site and giving a presentation to communicate the values and benefits of our residential complex.
- Developing sales strategies, marketing strategies to increase sales & exploring new channel's for lead generations.
- Coordinating with the CRM team for timely collection and to take care of grievances of existing customers.

KEY ACCOMPLISHMENTS

- Sold 30+ apartment in Piramal Revanta Tower1, 2 &3.
- Successfully launched the Piramal Revanta Tower 4.
- Collected more than 35+ EOI and converted 16 units.

Sunteck Realty Ltd

Location: Goregaon (W)

Senior Manager-Sales (July 2018-January 2021)

- Leading in various project launches to the likes of Sunteck West World-Township project at Naigaon, Sunteck Signia High project at Borivali (E), Sunteck City-Township project at ODC Goregaon, SunteckMaxxWorld at Naigaon. Active role in various other project re activation.
- Responsible for leading On Site Sales of High End/Luxury and Integrated Township Residential Projects. Ticket size starts from 36 lakh-8cr.
- Managing and directing Sales Team to achieve Sales Target.
- Implementation of closing strategies thus creating urgency during project launches and sustenance period.
- Empaneled elite ICP's and RCP's of Western and Central Suburbs.
- Developing Sales strategies, marketing strategies to increase Sales & exploring new Channel's for lead generations.
- Oversee the proper training of all team members to ensure everyone's goals are aligned to company objectives.
- Coordinating with the CRM team for timely collection and to take care of grievances of existing customers.

KEY ACCOMPLISHMENTS

- Planned and executed the launch of Sunteck West World Project. Sold 2100 units in 21 days at Sunteck West World-Naigaon. Personal contribution of 450+ units through Direct and Channel Sales.
- Sold 110+ units at Sunteck City-Goregaon in 1 month of project re activation. Personal contribution of 20+ units through Direct and Channel Sales.
- Sold 155+ units at Sunteck City Avenue 4 project in 1 month of pre-launch phase. Personal contribution of 25+ units through Direct and Pre-Sales.
- Participated in Sunteck Maxx World-Naigaon project sold 2000 units in 3 weeks. Personal contribution of 300+ units through Direct and Channel Sales.
- Handled more than 30+ Pre Sales team during launch of Sunteck Avenue 4 and was successful in driving 300+ walking at site which resulted in 25 bookings.

VIHANG GROUP

Location: Thane

Site Head (December 2017-June 2018)

- Working as a Site Head & Managing team of Sales, Channel Sales and Pre-Sales.
- Plan and launch Sales and Marketing plans for all ongoing and upcoming projects that generate high quality leads and sales conversions.
- Coordinating with Marketing and developing the sales strategies to increase the sale. Planning the marketing activity like ATL/BTL activities etc. for increasing the walk-in at respective sites.
- Coordinating with the CRM team for timely collection and to take care of grievances of existing customer.
- Periodic Sales and CRM review with the Promoters.
- Develop and implement sales plans and strategies to achieve a given target.
- Conducts training programs to educate sales professionals regarding products and other development in the region.

KEY ACCOMPLISHMENT

- Gradually increased the sale quantum in JFM quarter.
- Planned and implemented successfully marketing campaign for month of March April 2018 that helped us to sell 45+ units. Generating Sales Revenue of 50+cr.

SHETH DEVELOPERS PVT LTD

Location: Thane/Mulund

Senior Sales Executive (September 2015-December 2017)

- Responsible for Onsite sales of Project named Sheth Avalon with ticket size of 1.8cr to 7.5cr.
- Cross selling other projects in Thane like Sheth Fiona, Vasant Lawn, and ShethZuri.
- Attending the walk-in client to the site and give presentation to communicate the values and benefits of our residential complex.
- Participate in 4 new project launches successfully.
- Develop relationships with key existing clients, RCP's and ICP's.
- Developing sales strategies, marketing strategies to increase Sales & exploring new channel's for lead generations.
- Coordinating with the CRM team for timely collection and to take care of grievances of existing customers.

KEY ACCOMPLISHMENTS

- Exceeded sales target given for Sheth Avalon/ShethZuri selling 110+ units in a calendar year 2017.
- Played crucial role in launching project named Sheth Fiona, ShethZuri, Sheth Vasant Lawn, Sheth Montana.
- As a team sold 56 apartments' in a day's time in Fiona. Personal contribution of closing 16 sales in Fiona. Generating Sale's Revenue of 18cr.
- Played important role in selling 165 apartments of ShethZuri in pre-launch in October 2016. Personal contribution of 35 units in phase 1 launch.
- Sold 140+ apartments in launch of second phase of ShethZuri. Personal contribution of 30 units in phase 2 launch. Generating sale's revenue of 70cr.
- Participated in International Exhibition of Indian properties held in Dubai 2017.

PURANIK BUILDER PVT LTD

Location: Thane

Senior Sales Executive (Feb 2014-September 2015)

- Attending the walk-in client to the site and giving a presentation to communicate the values and benefits of our residential complex.
- Developing sales strategies to increase sales.
- Played a crucial role in 2 Successful project launches.
- Preparing weekly and monthly sales review presentations.
- Associated with successful 4 marketing campaigns.
- Coordinating with the Account team for timely collections of due amounts from booked customers. □
Coordinating with the CRM team to take care of grievances of existing customers.

KEY ACCOMPLISHMENTS

- Top performer for month of March, June, July, September 2014 & January, February & June 2015.
- Achieved 9 closures for month of March 2014.
- Got Appreciation Letter from Managing Director for performing exceptional in project launch. Selling 100+ units in a month time as a team. Personal contribution of selling 28 units.

RAVI GROUP OF COMPANIES

Location: Mira-Bhayander & Kandivali

Senior Sales Executive (January 2009-January 2014)

- Attending the walk-in client to the site and giving a presentation to communicate the values and benefits of our residential complex.
- Develop sales strategies to increase sales.
- Assist sales executives in closing new business. Maintain focus on consultative selling and high level of customer service.
- Establish sales forecasts and sales team goals.
- Participating in various Real Estate Exhibitions/Shows/Conferences for enhancing Sales and Brand image.
- Developing relationships with key ICP's and RCP's.
- Coordinating with the CRM team to take care of grievances of existing customers.

KEY ACCOMPLISHMENTS

- Consistently met or exceeded individual sales goal.
- Provided support and assistance in the strategic planning.
- Successfully managed inter-departmental operations.

RECOGNITION RECEIVED

- Awarded with Runner Up position in Volleyball Championship at District Level.
- Ranked Second Position in S.Y.Bsc(I.T) □ AMFI Certified.

EDUCATIONAL QUALIFICATION:

- B.Sc. [I.T] Mumbai University (2005).
- PGDBA (Distance) from Symbiosis.

COMPUTER KNOWLEDGE:

- MS-Office, C, C++, JAVA, Visual Basic 6.0

PERSONAL DETAILS:

- Date of Birth : 28th June, 1985.
- Languages Known: English, Hindi, and Marathi.
- Email : priyeshmsaini@gmail.com.
- Mobile : 7045919697.