**CURRICULUM VITAE**

**Mr. Ajit Anant Thakur.**

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**DOB :** 17th November, 1983.

**Languages known :** English, Hindi, Marathi.

**Nationality :** Indian.

**Marital status :** Married.

**Computer knowledge :** 40 W. P. M., MS-DOS, MS-Office.

* Passed T.Y.B.Com. in March-2004 with 46% through Mulund College of Commerce, affiliated with Mumbai University.
* Passed H.S.C. in Feb.-2001 with 61% through Mulund College of Commerce, affiliated with Maharashtra Board.
* Passed S.S.C. in March-1999 with 62% through Vidyamandir Highschool, affiliated with Maharashtra Board.

# Professional Experience

➢ Worked for Hathway Datacom & Cable Ltd., from Nov.06 to Dec.09 as Customer Service Executive for Semi-technical Inbound process.

# Job Profile

To receive calls of the existing users & assist them with their queries. To help customers with basic troubleshooting steps.

➢ Worked for ADFC Pvt Ltd., from Jan-2010 to Feb-2013 as Customer Service Executive for Inbound process.

# Job Profile

To attend calls from Existing HDFC Credit card holders. To assist card holder for card information and to do cross selling of GI, LI, Saving a/c.

➢ Worked for Groupmagix.com, as Field Sales Executive from April-2013 till Dec.-2013.

# Job Profile

To visit the ongoing residential projects in the assigned locations, gather the details of the project & put it on the website. Explain the details of the project to client & do the site visit. Location - Airoli to Vashi.

➢ Worked for Imperial Properties, as Assistant Manager from Jan.-2014 till Nov. 2017.

# Job Profile

To visit the ongoing residential projects in the assigned locations, gather the details of the project & put it on the website. Explain the details of the project to client & do the site visit. Location-Navi Mumbai(Airoli to Panvel).

➢ Worked for Indiabulls Ventures as Senior Sales Manager from Dec. 2017 to June 2019.

# Job Profile

IVL is into underwriting different residential Properties across Mumbai, Navi Mumbai, Thane & beyond Thane.

Meeting channel partners on a basis to drive business and ensuring meeting of sales targets.

Supported the sales team in writing proposals and closing contracts. Built relationships with customers and the community to establish long term business growth.

Collaborated with marketing department personnel to optimize strategic initiatives.

➢ Worked for Estatemint.com as Sales Manager from July 2019 to Oct. 2020. Our client is Vaibhavlaxmi Developers who has major ongoing residential projects in Vikhroli-Kannamwar Nagar.

#  Job Profile

Assist the customers about organization, project & product details; provide insights, USP’s & specifications of the designated project. Assist the customer during site visits, analysis and recommendation about the project to customer. Assist the customers in finalizing & negotiating apartment. Consult customer about different financing options - devise custom solution: best for customer's portfolio. Building relations with channel partners & assist their customers. Ensure complete customer servicing: documentation, follow ups, coordination. Building relationships with potential customers & residential real estate buyers.

➢ Currently working for Tirth Realty as Sales Manager from Oct. 2020 till date. Our client is Yash Developers who has major ongoing residential projects in Vikhroli-Kannamwar Nagar.

# Job Profile

Currently working on Yash Developers, New Yash Pushparaj as Sales Manager.

To get completely involved in Channel Partner sales & direct sales. Attending Walk-in clients. To elaborate clients about location, developer, project. To do proper coordination between Channel Partners.To get involved in sourcing CPs & designated location.

 **Yours**

**sincerely,**

 **(Mr. Ajit Anant Thakur)**