



Sachin Pankaj Momaya

Sales & Marketing | Client Servicing |
Project Management

Location Preference: Mumbai

Profile Summary

- A Business Development professional offering over 4 years in Sales & Marketing, Client Servicing, Distribution & Channel Management, Market Competitor Management, Real Estate Primary and Secondary Market
- Remarkable exposure in evaluating process through multichannel engagements
- Well connected with Distributors/ Publishers/ DTH/ Broker activation channels- through which different opportunities are connected
- Developed strong market knowledge of existing and potential clients and ensured business growth opportunities aligned to company's strategic plans
- Provided in-depth analysis of markets, industry trends, competitors and clients to improve strategic planning and decision making
- Successfully increasing focus product share by 15% for Site Visits through organic and raw channels
- Managing Pre-Sales team & maintain CR% of 10% of Visit attends through cross selling products.
- Attended various Channel partner meetings and Investor lobby meetings to explore business development opportunities; prepared status reports and briefs for the management and maintained appropriate records and documentation; tracked, monitored, and reported data to support business development
- Developed partnership strategy for key sub brokers, including types of partners to pursue, general structure of agreements, and the factors impacting their success
- Led the innovative marketing project initiatives & generated 26% of organic leads
- Generated more than 25lac in revenue in INDIA sales with an average Booking value of 1.5cr
- Successfully retained 90% of team from DOJ and ensuring revenue in a proportion of 60% from them with 100% activation.

Education

- **2019: MMS (Marketing)** from Indira Institute of Business Management, Mumbai University
- **2017: B.Com.** from K.J. Somaiya college of Arts & Commerce, Mumbai University
- **2014: 12th** (Maharashtra State Board) from S.K. Somaiya College, Vidyavihar, Mumbai
- **2012: 10th** (Maharashtra State Board) from Shree Vailankanni English School, Dombivli, Thane, Mumbai.

Work Experience

Since Jan'22- Till Now
Square Yards, Mumbai as an Area Manager for Primary and Secondary Market.

Key Result Areas:

Contact

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Core Competencies

- Client Engagement
- Direct Marketing
- Cold-Calling
- Go-To-Market & Sales Strategy
- Return on Investment (ROI)
- Cross Functional Relationship
- Market Research & Analysis
- Real Estate PSF
- Post-Sales Support
- Request for Proposal (RFP)
- Request for Quotation (RFQ)

Soft Skills

- Communicator
- Analytical
- Team Leader
- Problem Solving
- Decision-making

IT Skills

- Microsoft-office

Achievements

- Managed Renewal for all Customers in Mumbai and Pune for 7 months with an average renewal rate of 65%
- Generated Revenue of 2.5 Cr in NOV and DEC from advance renewal of JFM 2020 with an average booking value of 25k with an average tenure
- Achieved Month-on-month growth in renewal by 23%
- Contributed to 47% of the total renewal Revenue PAN India Led a team of 35

- Successfully introducing new BTL channels to increase focus product reach over untapped market
- Monitoring BTL channel & quality of leads to scale up conversions
- Forecasting & analyzing leads source & getting them actioned priority wise as per the needs of business
- Providing weekly training to reinforce the sales strategies to gain more business in the market
- Driving P & L, tap new avenues to generate potential leads organically to reduce down on CAC and increase profitability

Highlights:

- Successfully increasing Pre Sales by 15% for focus products through multichannel approach
- Micro Managing team and assisting them with end closures over table
- Led the team of 15 Investment/Portfolio Managers and assist them over fractional/residential/commercial investment pitching
- Managed investor accounts and exceeded targets relating to revenue growth, profit margin, mix of products and services sales
- Motivated team & analyzed their productivity through daily audits, share detailed reports through trackers & scale up each one's performance

Feb'19 - Dec'21

Cue Learn Pvt. Ltd, Mumbai

Growth Path:

Feb'19-Jul'19: Associate Partner Success (B2B-Partner Growth)

Aug'19-Feb'20: BDA (B2C-Demand)

Mar'20-Jul'20: BDM (B2B & B2C Growth, Renewal & Retention)

Aug'20-Dec'21: BDM (B2B & B2C Supply & Demand new initiatives)

Key Result Areas:

- Effectively introduced new products & services by product mix strategies
- Managed RM operations team and checked on real feedback by end users to improve Parent NPS by fulfilling expectation gaps
- Executed Supply Chain of getting new franchisee through affiliated network and DSA channels
- Motivated in-house team & analyzed productivity of DSA partners through daily audits, share detailed reports through trackers & scale up each one's performance
- Coordinated with 10 DSA with each having 25 agents to scale business with volumes

Highlights:

- Developed a process for new product launch at Mumbai which resulted in the highest number of sales across cities, Got MacBook as an incentive
- Awarded as a Change Manager Expert in recent Pandemic and played integral part in shifting offline centers to online
- Successfully increased market share by 20% for Educational Franchisee
- Achieved revenue & profit targets by 100%
- Increased the revenues, profits and market share by 20% by developing new market segments strategies
- Recognized for holding individual sales & account achievements of 100% by taking initiatives to explore new market segments measures



Summer Internship

May'18- Jul'18

Stock Holding Corporation of India, Mumbai as an Intern

Key Result Areas:

- Assessed individual behavior towards the financial market, NPS System, Gold Rush Scheme, Mutual Funds, Insurance & so on
- Understood difference between individual clients and corporate clients
- Sold and negotiated skills
- Developed and implemented client-service program which resulted of reduction in number of dormant clients

associates from scratch and reduced the churn by 83%

- Achieved an NPS Score of 73 for Mumbai Customers



Personal Details

Date of Birth: 22nd Oct 1996

Languages Known: English, Hindi, Marathi, Gujarati and Kutchi

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