

# SANJAY N. JOSHI

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A/802, Rameshwar Tower 1,

New Golden Nest,

Opposite to Mitalal Jain Bungalow,

Bhayander (East), District – Thane,

## PROFESSIONAL SUMMARY

A dynamic professional with 9 years of progressive experience in Business Development, Sales, Channel Management, Client Relationship Management and Team Management. An effective communicator with excellent relationship building & interpersonal skills; strong analytical, problem solving & organizational abilities. To source a challenging and creative position and to commit my skills abilities, knowledge and experience to an organization that offer me scope for growth and ultimately entailing value addition to the organization and opportunities for professional and personal development.

## KEY SKILLS AND COMPETENCIES

Sales Presentations	Team Building and Leadership	Creative Thinking	Communication Skills
Customer Relationship Management	Report Generation	Negotiation Skills	Sales Closing

## CAREER PROGRESSION

### **Square Yards Real Estate INC**

June 2022-Present

#### Area Sales Manager

- Pre-sales, (handling enquirers, follow-up, negotiations, & closing the deals).
- Follow up with back office for registration of clients.
- Handling all customer grievances during pre-sales.
- Guiding customer for loan process.
- Achieving monthly sales target.
- Participating in product launches, promotions, exhibitions, etc.
- Track competitor movements in the location and strategies for their properties and communicate the market intelligence.
- Handling Broker channel and meeting them.
- Handling the team Activation.

### **Golden Connect**

October 2021-May 2022

#### Senior Sales Manager

- Pre-sales, (handling enquirers, follow-up, negotiations, & closing the deals).
- Handling Broker Channel and meeting them.
- Follow up with back office for registration of clients.
- Handling all customer grievances during pre-sales.
- Daily reports and target achievement.
- Guiding customer for loan process Achieving monthly sales target.
- Participating in product launches, promotions, exhibitions, etc.
- Track competitor movements in the location and strategies for their properties and communicate the market intelligence.

### **Origin Realtors**

February 2020-September 2021

#### Senior Sales Manager

- Responsible for achieving maximum Sales/ Revenue Targets.
- Played a key role in providing improved services to clients by giving prompt response to their requirements of various new products, new plans, solving

other CS Related issues, speedy response to the feature request, and summing it to rapport building.

- Handling a team of 4 people.
- Keep track of deals with Partners for payment of incentives.
- Participating in negotiations & bringing deals to a closure.
- Ensure the generation of leads through calls and references.
- Proactively contact potential customers to promote the project.
- Track competitor movements in the location and strategies for their properties and communicate the market intelligence.

### **Shipping Corporation of India**

April 2014-September 2019

Navigation Officer

- Responsible for voyage planning using and carrying out watch keeping duties.
- Responsible for the maintenance of life-saving equipment and firefighting appliances.
- Responsible for the management of the deck operations and maintenance, cargo handling and storage and watch keeping duties.
- Vital member of the ship's onboard management team ensuring the safety of the crew, cargo, passengers and vessel both at sea and at the port.

### **ING Vysya Bank**

July 2013-February 2014

Business Development Executive

- Responsible for achieving maximum Sales Revenue targets.
- Solve customer queries.
- Responsible for achieving Team Target.
- Played a key role in providing improved services to clients by giving prompt response to their requirements of various new products, new plans, solving other CS Related issues, speedy response to the feature request, and summing it to rapport building.

### **Indiamart Intermesh Ltd**

March 2012–July 2013

Assistant Manager

- Responsible for achieving maximum Sales Revenue targets.

- Solve customer queries.
- Played a key role in providing improved services to clients by giving prompt response to their requirements of various new products, new plans, solving other CS Related issues, speedy response to the feature request, and summing it to rapport building.
- Responsible for achieving Team Target.

**Just dial Pvt. Ltd**

September 2010–January 2012

Marketing Executive

- Achieve Sales target.
- Responsible for achieving maximum Sales.
- Solve customer queries.
- Responsible for achieving Team target.
- Achieve sales targets from the assigned data.

**ACADEMIC QUALIFICATION**

<b>Degree</b>	<b>Year Of Passing &amp; Enroll</b>	<b>Institute / University</b>
B.COM	2010	Mumbai University
H.S.C	2007	Maharashtra State Board
S.S.C	2005	Maharashtra State Board

**PERSONAL INFORMATION**

Date of Birth : 27<sup>th</sup> May 1989  
 Nationality : Indian  
 Marital Status : Single  
 Language Known : Hindi, English & Marathi.

Date:

Place: Mumbai

Sanjay N. Joshi