MOHANALINGAM S

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Accomplished Real estate Sales and Marketing Manager with proven sales record and experience in the industry. Enjoy collaborative environment and getting experience on multiple projects. Successful in closing business,

working with building management and developing long term relationship with clients.

WORK EXPERIENCE

Manager – Sales ; RDB chennai Realtors LLP. From Jan 2023 to May 2023

* Grew sales and boosted profits, applying proactive management strategies and enhancing sales training
* Conducting team meetings to reinforce goals and objectives and set clear expectations about policies and procedures
* Achieved sales goals and service targets by cultivating and securing new customer realationships

Manager – Construction & Sales in RR Residency,Chennai. From Nov 2020 to Dec 2022

* Dealt with various Contractors for construction, pick the right among them and closed the deal
* Fixing the schedule for the construction and complete it within the time frame.
* Took care of all the purchase activities for the construction and finalise the best deal for the organisation
* Managing the Sales and Marketing Operations.

Territorial Manager in JRD Realtors pvt.ltd, Coimbatore. From February 2014 to October 2020.

* Coordinate appointments to show homes to prospective buyers
* Compare a property with similar properties that have recently sold to determine its competitive market price.
* Interview clients to determine what kind of properties they are seeking.
* Advice clients on market conditions, prices, legal requirements and related matters.
* Generate lists of properties that are compatible with buyer’s needs.
* Promote sales of properties through advertisements.
* Display commercial and residential properties to clients and explain their features.
* Accompany buyers during visits and inspections of property, advising them on suitability and value of the homes they are visiting.

Education

Bachelor of Engineering in Mechanical Engineering.

Soft skill

MS office.