

# ANKITA MAHAGOAVKAR

## Assistant Sales Manger

@ ankita09oct@gmail.com

📍 Seawoods, Maharashtra

\* Ph: 8976266672

# Date Of Birth : )9 October 1999

### SUMMARY

Experienced of Years real estate Assistant sales Manager with a strong passion for success and a proven track record of Strategy Planning & Execution, counseling clients, and closing deals. Possesses strong interpersonal and negotiation skills, and a deep knowledge of the market.

### EXPERIENCE

#### Real Estate Assistant Sales Manager

Dwello Venture

🏠 Present 📍 Mumbai , Maharashtra

Handling F2F client , counseled clients on market conditions, and developed a competitive market price resulting in a 20% increase in sales.

- Created and maintained a database of potential buyers and investors resulting in a 15% increase in client base.
- Showed properties to potential buyers and investors resulting in a 25% increase in property views.
- Presented purchase offers to sellers and negotiated deals resulting in a 10% increase in successful closings.

#### Real Estate Sales Representative

Courteous Real estate Consultncy

🏠 07/2021 - 11/2022 📍 Navimumba, Maharashtra

Promoted properties with ads, listings, and open houses resulting in a 30% increase in property views.

- Generated leads, Handling Clients enquiry and expanded client base resulting in a 20% increase in sales.
- Counseled clients on market conditions, prices, and mortgages resulting in a 15% increase in successful closings.
- Developed a competitive market price by comparing properties resulting in a 10% increase in sales.

### EDUCATION

#### Bachlor Of Science (VOC) MLT

Tata Institute Of Social Science

🏠 2022 📍 Mumbai , Maharashtra

### LANGUAGES

English Proficient ●●●●● Hindi Native ●●●●●

### STRENGTHS

- ★ **Sales Results**  
Exceeded sales targets by 20% through client retention and lead generation
- ✍️ **Negotiation Skills**  
Closed deals through effective negotiation, resulting in an average of 5% increase in profit
- 🏆 **Market Research**  
Conducted in-depth research on real estate market trends, resulting in informed decision making and increased sales

### SKILLS

- Lead generation
- Market analysis
- Client counseling
- Sales presentations
- Negotiation
- Marketing
- Real estate regulations

### ACHIEVEMENTS

- ★ **Successful Property Listing**  
Successfully listed a property for sale and closed the deal within 2 weeks, resulting in a profit increase of 10%
- ★ **Client Relationship**  
Developed a long-term relationship with a client, resulting in repeat business and referrals