

RAHUL.J.TAMHANE

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Objective

Seeking a Dynamic role in Real Estate especially in Sales & Marketing that would allow me use my experience to strategize and manage resources to boost organizational growth.

Profile

Result oriented professional with more fifteen + years of experience in various gambit of Real Estate ,Valuation ,Allied Banking, Financial Consultancy, and Aviation Industry

A versatile and Customer-centric professional person who believes in enhancing customer satisfaction with strong oral and written communication skills.

Excellent inter-personal relations and focus on building teams and resolution of complex issues with outcomes in view

Professional Snapshot

Associated with Valuation of immoveable properties in Real Estate Industry, partnered with Financial Consultancy firm, had exposure to be associated with International Consulting company overseas .

Highly efficient in the developing business potential and refinement of the firm's strategy in coordination with other strategic business units to ensure effective internal alignment and competitive market positioning.

Monitoring and keeping abreast of changing trends in the market and exploring business expansion opportunities. Identify ideas by researching industry and related events

Had managed the complete financial consultants' advisory firm, with functional solutions as consultants and effective Business Development, Ideas and Targets for entities whom was associated with.

A keen planner, strategist with proven abilities in handling the entire gamut of operation, conducting inhouse trainings towards sustainability and profitability for the organization

Keen customer-centric approach and focusing team members in pursuance of customer delight. An effective communicator with people centric management, relationship management, analytical skills.

Key Deliverables

Business Development Overview

- Lead the planning process and, guide and direct the preparation of long- and short-term plans for the Group. Evaluate potential business deals/relationship by analyzing market strategies, deals requirements/options/financials, resolving internal barriers, and recommending effective options
- Conduct or commission market research and analysis to understand implications and identify new business development opportunities in line with Valuation and the Bank's strategy to identify new product opportunities, feasibility analysis to quantify and forecast the likely impact.
- Coordinating and providing inputs for better process control & ensuring successful end-to-end complaint resolution.
- Ability to blend analytical rigor with a pragmatic approach. By analyzing market trends and economic indicators, I am adept at formulating data-driven strategies that maximize ROI and align with overarching business goals.
- Sustaining a harmonious environment, encouraging associates to voice their opinions. driving best practice sharing through processes.

Customer Service and Team Management

- Networking and building effective relations with the customers.
- Initiating and sustaining efforts for bettering Customer Satisfaction levels through regular relationship building measures, identifying & organizing training sessions for staff members & providing regular update on new Policies to employees & customers.
- Providing effective resolution to customer queries and improving relationships with the customers by anticipating customer future requirements.
- Managing and motivating team members to deliver optimum performance and service levels.
- Identifying potential areas of the team members. Facilitating growth initiatives to ensure long employee associations and high retention levels.
- Utilizing performance review information to set performance parameters & deadlines, delegating work, checking delivery standards and giving feedbacks (for encouraging & motivating them).

Past & Current Profile

- Handling Overall Valuation Firms Operations including Business Development, Administration and PR with Real Estate Developers, Builders, Banks and other Financial Institutions for the Firm.
- Managed and ran the overall operation of a Financial Consulting firm
- Managing the integration process for three ground handling agencies in Jeddah Saudi Arabia specifically the terminal and the ramp area in the capacity of Airline Consultant and Handling Hajj operations for (Strategizing, planning and coordinating with Saudi Ground Services for smooth operations and managing more than 3 million Hajj pilgrims.
- Independently handled a single station as a ground handler in the Capacity of Airport manager for airlines.

Organization Experience :

Date	Company	Profile
Feb19-Till Date	Vinam Engineering and Appraisers (Valuation Firm)	Business Development & Administration (On an Independent Capacity).
May18-Jan19	RD Enterprise's (financial Consulting Firm)	Partner
Mar12-Mar18	V.V.Deshpande & Co (Valuation Firm)	Managing Partner for Business Development & Administration
Jul11-Mar12	Aurion Aviation (International Consulting company)	Ground Operational Consultant (on Contractual Terms at Jeddah KSA)
May11-Jun11	NAS Aviation (Ground Handling Company)	Airport Manager (Goa)
May08-Jan11	Jet Airways	Manager Customer Service (International Mumbai CSIA)
Oct05-May08	Emirates Airlines	Supervisor Airport Services (GMR Hyderabad International airport - Hyderabad)
Sep00-Oct05	Emirates Airlines	Airport Services Agent (Chennai International Airport-Chennai)
Mar00-Aug00	Qatar Airways	Traffic Officer (Trivandrum Airport)
Sep99-Jan00	Gulf Air	Traffic Assistant (Trivandrum Airport)
Jan99-Aug99	Qantas Freight	Traffic Assistant (Customer support Cargo)
Oct98-Jan99	Air Maldives	Traffic Assistant Cargo

Significant Attainments :

Real Estate & Valuation

- Handled Valuation Projects for More than 1000 Cr for Major Entities like Lodha ,Hub Town ,Lavasa etc.
- Handling Major Banks for valuations like SBI ,UBI , BOB etc
- Managing HNI Clients like Hindustan Times etc
- Had been the lead contact point for all corporate clients and ensuring smooth operation.
- Successfully negotiated agreements for residential properties in prime areas of Andheri West and Dadar independently

Other Areas

- Was commended by COO NAS Aviation India for effective handling of Goa station.
- Received Letter of Appreciation from: Vice President (India & Nepal), Emirates Airlines for excellent service and commitment shown in handling additional flights during March 2005.
- Bagged MABROOK Award for excellent Customer Service in May 2002.
- Manager, West Pacific Region, for high level of commitment in March 2002
- Was commended by Airport Services Manager for strict control over catering wastage in Feb'02.

Education Qualifications :

2001: Course in Aviation Security from Bureau of Civil Aviation Security (BCAS), Chennai.

1999: Course in Dangerous Goods Awareness for Handling from Gulf Air.

1998: Graduated from University of Mumbai.

1997: Cargo Industry Diploma from IATA-FIATA, Geneva with distinction.

1997: Diploma in Cargo & Courier Management from Radio Bhavan. 1st division.

Personnel Details :

Date of Birth: 25th November, 1972. Address (Permanent): B5-Mazdock Apartments Seven Bungalows JP Road Andheri (W)Mumbai India-400061

Marital Status: Married Nationality: Indian

Languages Known:

Languages	Verbal	Written
English	Proficient	Proficient
Hindi	Proficient	Proficient
Bengali	Satisfactory	Basic
Marathi	Proficient	Proficient
Tamil	Basic	---

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