

DINESH MEHTA
dinesshmehta@gmail.com
Mobile: - +91 9004691971

PROFILE SUMMARY

- Offering 20 years of experience in sales and Marketing of Real Estate, Time Share and customer relation Management sector.
- Possess motivational management style with record of being able to deliver positive result independently, as well as with team.

OBJECTIVE:

An Inquisitive learner, who has in various measures, displayed acute leadership abilities, constantly looking for challenges and is keen to work for a dynamic organization which helps in comprehend the various nuances of business & further develop leadership potential

Strengths and Skills

Good Analytical interpersonal, communication skills, coupled with dedication and sincerity towards assigned job

Educational Qualifications

<i>Courses/ Degree</i>	<i>Educational Institute</i>	<i>Year of Passing</i>	<i>Grade</i>
<i>MBA</i>	<i>Indian Institute of Business Management & Study Vashi (Navi Mumbai) India</i>	<i>2012</i>	<i>A</i>
<i>DBA</i>	<i>Indian Institute of Business Management & Study Vashi (Navi Mumbai) India</i>	<i>2010</i>	<i>A</i>
<i>HSC</i>	<i>Bihar Intermediate Educational Council Patna</i>	<i>1988</i>	<i>B</i>
<i>SSC</i>	<i>Bihar School Examination Board Patna (India)</i>	<i>1986</i>	<i>B</i>

Extra Qualifications

Completed MS office- Basic Computer Course (MS Word, MS excel, Ms Power Point and Internet Surfing)

Work Experience

Name Of the Organization	Lakshachandi Realty
Designation	AGM Sales
Work Duration	1st October- 2023 to till Date
Job Profile	<ul style="list-style-type: none"> • Attending Walkin Customers and Explaining them project Details • Negotiation & Closing deals • Sourcing Channel Partners in Western Line • Strategize to increase customer base through various mediums like channel partners, promotion campaigns, etc. • Constantly evaluating market trends and competitor moves to protect existing sales and maximize future sales. • Spearheading a team of key Channel Partners to maintain an adequate sourcing pipeline. • Attending Evaluation meeting with director and colleagues and work on given guideline.
Name Of the Organization	Veena Developers Pvt Ltd
Designation	AGM Sourcing
Work Duration	2nd September – 2022 to Date: -31-08-2023
Job Profile	<ul style="list-style-type: none"> • Sourcing Channel Partners in Western Line • Strategize to increase customer base through various mediums like channel partners, promotion campaigns, etc. • Developing excellent relationship with channel partners, IPC's, bankers & educating them about all Veena Group Residential and Commercial Projects. • Constantly evaluating market trends and competitor moves to protect existing sales and maximize future sales. • Spearheading a team of key Channel Partners to maintain an adequate sourcing pipeline. • Attending Evaluation meeting with director and colleagues and work on given guideline.
Project Handling	Veena Solace (Santacruz West)

Name Of the Organization	Lotus Group (Builders & Developers)
Designation	Sr. Sales Manager
Work Duration	21st August – 2019 to 31st July-2022
Job Profile	<ul style="list-style-type: none"> • Negotiating and closing of high end Residential & commercial deals. • Strategize to increase customer base through various mediums like channel partners, promotion campaigns, etc. • Developing excellent relations with existing customers, channel partners, IPC's, bankers & educating them about all lotus group projects. • Constantly evaluating market trends and competitor moves to protect existing sales and maximize future sales. • Spearheading a team of key Channel Partners to maintain an adequate sourcing pipeline. • Attending Evaluation meeting with director and colleagues and work on given guideline.
Project Handled	Lotus Link Square (Commercial Offices) Unity By Lotus (Residential) Lotus Residency (Residential) Lotus Udai Juhu (Residential)

Name Of the Organization	Square Yards Consulting Pvt Ltd (Property Advisory Company)
Designation	Port Folio Manager Sales
Work Duration	June-2018 to 7th June -2019
Job Profile	<ul style="list-style-type: none"> • Managing individual portfolio of HNI & Ultra HNI customers. • Managing face to face meeting with customer and develop good personal rapport. • Furnish customer with project information as per requirement. • Conduct Site Visit along with customer at multiple site locations • Ensuring high customer satisfaction matrices by providing end to end service. • Accumulating information of different projects • Handle customers for product related issue and meet customer satisfaction at every touch points. • Meet and build good rapport with Channel Partners and activate channel sales.
Project Handled	Projects sold in Western Line, Central Line, Thane & SOBO

Name Of the Organization	Bliss Holiday Homes Pvt Ltd. (Property Advisory Company)
Designation	General Manager Sales (Branch Head)
Work Duration	16th March-2016 to April – 2018
Job Profile	<ul style="list-style-type: none"> • Managing team of 6 sales professional. • Managing face to face meeting with customer and develop personal rapport. • Furnish customer with project information as per requirement. • Conduct Site Visit along with customer at multiple site locations • Ensuring high customer satisfaction matrices by providing end to end service. • Accumulating information of different projects and pass them to team mates • Handle customers for product related issue and meet customer satisfaction at every touch points. • Meet and build good rapport with Channel Partners to Activate channel sales.
Project Handled	Project sold in Western Line only
Name Of the Organization	Country Club Hospitality & Holidays Ltd (Time Share & Real Estate Company)
Designation	Branch Manager Sales
Work Duration	January – 2003 to December – 2015
Job Profile	<ul style="list-style-type: none"> • Manage team of 20 direct sales professional and 10 Tele Sales professional. • Train and Motivate team mates for better performance and update them with latest schemes. • Attend the final meeting with customer for deal closing. • Generate revenue by selling Holiday Membership, Club Membership and Non-Agriculture plots. • Ensuring high customer satisfaction matrices by providing end to end service. • Analyze and evaluate sales productivity of team mates. • Presenting sales analysis report to management • Identify new sales opportunity in the market. • Handle customers for product related issue and meet customer satisfaction at every touch points.
Project Handled	Coconut Groove Tumkur, Bamboo Groove Lonavala & Kolad
Key achievements	Received 6 Promotions from Sales Consultant to Branch Sales Manager. Star team Performer of Year – 2012-2014 Achieved highest Revenue - 2012-2014

HOBBIES & INTERESTS:

Reading about latest trends and news in real-estate, luxury lifestyle, social media and technology LANGUAGES KNOWN

- English: - (Speak, Read, Write)
- Hindi: - (Speak, Read, Write)

DECLARATION

I certify that the above information is accurate; kindly give me an opportunity to meet you in person and Provide documents to verify the same