



Shahid Khan

Sales Professional

Details

Address

Mumbai
India

Phone

09326659359

Email

shahidkhanrock@gmail.com

Skills

Ability to Work Under Pressure

Leadership

Business Development

Marketing Strategies

Sales Records

Customer Satisfaction

Real Estate

Customer Service

Lead Generation

Sales

Microsoft Windows

Operating Systems

Languages

English

Hindi

Profile

Real Estate Sales Head with a strong record in residential property sales. Experience working in diverse markets, including Sobo, Western, Central, Thane, Navi Mumbai and KDMC. Managed portfolios for HNI clients, consistently ensuring client satisfaction and repeat business. Wish to work in an environment where my sales experience is put to proper use for the prospective growth of the organization and my career.

Employment History

AGM-Sales, Rise Infraventures

Jul 2023 – Jan 2024 📍 Mumbai

- Heading Thane region
- Leading a team of 8 RM's
- Revenue and margin - Responsible for meeting residential sales target for the entire Thane region as well as meeting sales target of each sales team member
- Dealing with high ticket size product like Oberoi, Raymond, Shapoorji Paloonji, Rustomjee, Lodha etc.
- Train the team to generate more business
- Focus on site visits and closures of the team members.
- Maintain input matrices of all team members and sharing it weekly.

Senior Manager-Sales, ANAROCK Property Consultants Pvt Ltd.

Sep 2021 – Jul 2023 📍 Mumbai

- Lead a team of 10 RM's.
- Motivating and guiding team members for site visit and closures.
- Making sure to deliver 100% activation of RMs.
- Handling developer relations.
- Helping team in closures and attending clients whenever required.
- Teach and train team members on various customer service strategies.
- Communicate expectations, assignments, and responsibilities clearly and professionally
- Lead generation as per business requirement.

Assistant Vice President, Home Assure Pvt Ltd.

Feb 2021 – Sep 2021 📍 Mumbai

- Heading Central & Western Location.
- Every Month come-up with new projects
- Business development generation with developers
- Work for plan of action for branch
- Responsibility towards branch for 100% activation
- Motivate the team for F2F, site visits every day and closure on every weekend.
- Attend Site Visits and Funnel with sales managers.

Sr Sales Manager, Equiserv Realty.

Aug 2020 – Feb 2021 📍 Mumbai

- Leading a team of 3 FOS.
- Direct sale activities, assist & address clients concerns.
- Input Data to prepare daily property reports
- Regularly use weekly reports to prepare marketing strategies.
- Mostly dealt in Under Construction Projects.
- Generating lead with own source.

Assistant Manager, Trespect India Pvt Ltd.

Sep 2019 – Aug 2020  Mumbai


- Leading a team of 3 FOS.
- Direct sale activities, assist & address clients concerns,
- Input Data to prepare daily property reports
- Regularly use weekly reports to prepare marketing strategies,
- Mostly dealt in Under Construction Projects.
- Generating lead with own source.

Sr Consultant- Sales, 360 Realtors LLP

May 2017 – Sep 2019  Mumbai

- Lead a team of 4 FOS
- Direct sale activities, assist clients & address clients concerns,
- Input Data to prepare daily property reports
- Regularly use weekly reports to prepare marketing strategies,
- Mostly deals in Under Construction Projects.
- Generating leads with own source.

Business Development Manager, SQUARE YARDS REALITY

Nov 2016 – May 2017  Mumbai

Direct sale activities, assist clients & address clients concerns, • Input Data to prepare daily property reports • Regularly use weekly reports to prepare marketing strategies, • Mostly deals in Under Construction Projects. • Generating leads with own source.

Sales Counselor, INDIA INFOLINE REALITY (IIFL REALTY)

Mar 2016 – Nov 2016  Mumbai

- Direct sale activities, assist clients & address clients concerns,
- Input Data to prepare daily property reports &
- Regularly use weekly reports to prepare marketing strategies,
- Mostly deals in Under Construction Projects.
- Generating leads with own source.

Customer Care Associate, MADURA FASHION AND LIFESTYLE (LOUIS PHILIPPE)

Apr 2014 – Feb 2016  Navi Mumbai

- Provide customer satisfaction by delivering exceptional customer service.
- Customer complaint escalation and timely solution.
- Visual Merchandising
- Coordination with team for sales target and new merchandise.

Customer Care Associate, CHUMBAK PVT. LTD.

Feb 2013 – Apr 2014  Navi Mumbai

- Maintaining Daily Sales Records
- Handling Customer Complaints
- Executing Stock availability
- Keep a check on Shrinkage

Education

HINDI VIDYA PEETH, Bachelor of Arts

Jan 2019

HINDI VIDYA PEETH, Class XII(OPEN)

Jan 2014

BOARD) JAFARI ENGLIH HIGH CHOOL, Class X (MAHARASHTRA

Jan 2002
