

Bagavantham.S
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OBJECTIVE:

Seeking a challenging position to utilize my skills and abilities and work hard for the growth of the organization and self.

CAREER SUMMARY TILL DATE:

- Result driven individual with 18+ years of proven track record in Sales and Marketing, Administration, Customer Support, Business Support and Possess vibrant knowledge of staff interaction, planning and execution of all operational tasks.
- This slow but steady growth in the career has been the key factor in keeping me motivated and ready for any kind of challenge at any point of time. Have an ability to analyze the market forces and to design the most pragmatic working strategy.
- A proactive leader and planner with expertise in business planning, market plan execution, with skills in competitor and market analysis.
 - An Out-of-the-Box thinker with a proven track record of increasing revenues, streamlining workflow & creating a team work environment to enhance productivity innovatively for reputed business houses.
 - Sound knowledge of existing as well as emerging industry practices, all sectors of real estate viz. Residential properties.
 - Highly successful in building relations with upper level decision makers, agents, HNIs, Ultra HNIs, seizing control of critical problem areas and delivering on client commitments.
 - An effective communicator with excellent interpersonal & relationship management skills.

THE CORE COMPETENCIES

Sales & Marketing

- Taking care of the sales & marketing operations with focus on achieving sales growth.
- Identifying new streams for revenue growth & developing plans to build consumer preference.
- Devising & implementing pre & post marketing activities for successful launching of new projects.
- Implementing Promotional campaigns.

Business Development

- Forecasting monthly / annual sales targets and executing them in a given time frame.
- Monitoring competition and devising effective counter measures.

Key Account Management

- Identifying prospective clients, generating business from new accounts and developing them to achieve consistent profitability.
- Building and maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norms.
- Developing relationships with key decision-makers in target organizations for business development.

Team Management

- Incorporating bonded teamwork and managing healthy environment.
- A Team of 3 Managers, leading, training & monitoring the performance of team members to ensure efficiency in meeting of group targets.

Key Tasks Handled

- Managing real estate portfolio with a team size of 3 Managers and directly reporting to CEO of Pinnacle Property Consultant. Under the 3 managers we had a team size of 20 executives and 25 + channel partners .
- Handling market research and analyzing real estate opportunities in market.
- Interacting with legal & Project departments and get work done.
- Identifying new streams for revenue growth & developing plans to build consumer preference.
- Devising & implementing pre & post marketing activities for successful launching of new projects.
- Finding prospective clients, generating business and developing them to achieve consistent profitability.
- Building and maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norms.
- Developing relationships with key decision-makers in target organizations for business development.
 - Of late handling the back end team into Digital Marketing working on Face book, Google, Twitter and other techniques.

CORPORATE EXPOSURE

Currently working with Property Junction International

Dec 2022 till date

Senior Manager –Sales

le &main knowledgeable about the market and best practices. Convert prospects into customers by show-casing appropriate residential properties to the prospects matching the investment/residential needs of the prospects.

- Coordinate appointments to show homes to prospective buyers.
- Use enquiries generated by the Marketing team for the above .
- Take prospects for site visits in residential projects, answering all relevant queries in the process.
- Actively seek out new sales opportunities through cold calling, networking and social media. Set up meetings with potential clients and listen to their wishes and concerns.
- Candidates should have good communication skills and should be able to deliver sales targets accurately.
- Supporting and helping build successful agents
- Generating client leads to buy, sell, and rent a property
- Managing a sales team and providing leadership, training, and coaching
- Recruiting agents to the brokerage to increase size and sales
- Assisting in negotiations between buyers and sellers
- Responding to agent questions on contracts, negotiations, strategies, and goal planning
- Showing properties to potential buyers and renters

Major Projects Worked North and East Bangalore

- 1) Sobha- Dream Acers, Dream Gardhan, Twonpark.**
- 2) Godreg -Splendor, Ananda ,Park Retreat, Royal Woods**
- 3) Prestige –Finsbiry,ELM, Lavender.**
- 4) Brigade North Eldeodo,Brcklin**
- 5) Preethi Developers IKSA Vila Project.**
- 6) Manyatha Earthsong Plots.**
- 7) Sattva Bliss,Serinelife(plots).**
- 8) Embassy Springs ,Terrace Gardham.**

**9) Purvankara Atmosphere ,Capeela, Okshire, Zenium
Conncord Springs, 99 villa.
Many more Grade A and Grade B Builder Projects.**

Worked with Preeti Developers Bangalore

Sept 2021- Dec 2022

Senior Channel Sales Manager.

1. Activating channel partners for residential projects in Bangalore.
2. Achieve Sales target (monthly/Quarterly/half yearly/ annually) and Coordinate with Channel partners create, execute business plans to meet sales goals.
3. Introduction of Brand Preeti, Launch of Projects & Product Training for Channel Team.
4. Discussing about New Offers / Campaigns for the Quarter with Channel Partner during sustenance sales.
5. Responsible for Channel Partner meet of Preeti projects in Bangalore/Other Regions.
6. Conducting Mega channel partners meet to felicitate Channel Partners for outstanding performance & introducing new scheme for the quarter target.
7. Activation of Out Station Channel Partners for Bangalore Projects and Vice Versa.
8. Conducting Mini Channel partners meet every week during launch for Location training at Site.
9. Address Channel partner related issues, sales conflicts and pricing issues in a timely manner.
10. Virtual/On Site team training for channel partner activation regarding New scheme & also during sustenance sales. Also identifying new channel partners in the market .
11. Coordinating with All active channel partners to ensure maximum site visits during weekdays / Weekends to achieve the Walk-in target for the week,. Research on channel partners track record, experience, credibility, technical knowledge, etc...
13. Maintain the paperwork related to channel partner registration / Documents related to Engagement Letter & Creating and maintaining the database of channel partners.
14. Developing a roadmap for establishing a smooth and stable working relationship with the channel partner.
15. Maintains MIS records of Channel partners performance and Keeping track of invoices and payments from channel partners.

16. Track Record of On boarding more then 200 New Channel Partners in a span of one Year.

From Aug 2005- Sept 2021

Pinnacle Property Consulting is one of Bangalore's leading Real Estate Services firms with a diverse portfolio that encompasses most well-known property developers. We specialize in transaction, management and advisory services.

Educated and Committed towards exceptional service by setting new benchmarks in the discipline of client satisfaction.

Objective to provide high quality property related advice to clients, across sectors and types of property – whether in Bangalore, other major cities, emerging markets or previously undeveloped locations.. Offering innovative solutions to enhance the value and performance of client investments. Also offering a wide array of professional services that are customized to individual requirements.

From Oct 2010 Promoted to Head – Sales & Marketing.

- Projects Handled East Bangalore
 01. RAMKY, Yelahanka ONE NORTH: 37 Premium Luxury Flats.
 02. Sobha City in Thanisandra: 24 Luxury Flats.
 03. Elegant Apartments in HRBR Layout: 19 Basic Flats.
 04. Sethna Towers in Horamave: 9 Premium Luxury Flats.
 05. Barathi City of Thanisansra: 20 Premium Luxury Flats.
 06. Merushree Plots in Yelhanka 15 Plots
 07. Manthri Projects in Manyata Tech Park.
 08. Sriram Properties Hunnur.
 09. L& T Realty Sahakaernager .
 10. Nambiyar Builder Villas in Sarjapur
 11. Preistge Silver Ock In Whitefield
 12. Preistge Lakeside Obi tide in Vartur
 13. RR Signature Flats in Thanisendra.
 14. Arraya Ventures Plots in K r Puram (Mandate Project)
 15. SLV Developers plots in Hosakote (Mandate Project)Many Basic Apartments and Plots in the surrounding areas.

COMPUTER KNOWLEDGE

Operating System : MS-DOS, Windows all

Office Tools : MS-Office

ACCOMPLISHMENTS

- Was recognized as an effective People Manager & awarded as “Oxygen for the Organization” Awarded as “Most Outstanding Performer”

Educational Qualification

Diploma In Computer science 2005

Tenth Std in 2001

Certifications

- CALL Center graded A+ From Surline Solutions.
- Certified to be a realtor from the greatest Realtor Henu Reddy USA.

Personal Details:

Data of Birth	: 11-04-1985
Age & Sex	: 37Years, Male
Address	: 2113, 2nd Cross, narsimya layout, Ramamurthy Nagar 560016
Strengths	: Hardworking, Self – Motivated, Prepared to face Challenges, Committed, Systematic and Confident.
Hobbies	: Reading, Watching TV, Playing Cricket, Chatting and Browsing.
Linguistic Proficiency	: To Speak: English, Hindi, Telgu, Kannada and Tamil To Read and Write English & Hindi.

GENERAL COMPETENCIES:

Positive attitude, socially effective, high level of perseverance and patience Assertive
& Hard working Result oriented, Attention to detail.

STRONG POINT:

During my tenure I have gained vast experience in my proficiency of Sales, Team
Management and Office administration.

Thanking you

Yours Faithfully

Bagavantham.S