

Lalit Prasad

Portfolio Manager - Squareyards, Real Estate made Real Easy

An Executive from JSSATE. Result driven professional with proven business development & sales experience. Accomplished in determining most sales & performance, achieving all targets & ensuring smooth operations.

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EXPERTISE

Project Management	Team Leadership	Team Work	Verbal & written communication
Negotiation	Leadership	Public Speaking	Thinking & Decision making
Marketing		Situation Analysis	Social Media Advertising

PROFFESIONAL EXPERIENCE

Sales Executive

Lenovo – The Do Store, Aegis.

June 03rd, 19 – Mar 21st, 20.

Achievements

- Premises were fully operational through delegation of Pre-Sales tasks & promptly responding to related calls & mails
- Assigned to quote customers with best possible deal in terms of offers, discounts & others.
- Follow up & closure of leads in time as well as planning.
- Sharing Quotes with best possible Deals & Interacting with customers by clarifying doubts.
- Managing escalations with due respect & resolving the issue with best solution.

Sales Executive

Lenovo – The Do Store, Denave India Pvt Ltd.

Mar 23rd, 20 – Oct 22nd, 20.

Achievements

- Premises were fully operational through delegation of Pre-Sales tasks & promptly responding to related calls & mails
- Assigned to quote customers with best possible deal in terms of offers, discounts & others.
- Follow up & closure of leads in time as well as planning.
- Sharing Quotes with best possible Deals & Interacting with customers by clarifying doubts.
- Managing escalations with due respect & resolving the issue with best solution.

Inside Sales Representative

Lenovo – Out of Warranty Spares, Systech Services Pvt Ltd.

Enterprise Solutions

- Premises were fully operational through delegation of Pre-Sales tasks & promptly responding to related calls & mails
 - Parts Co-ordination & Billing with Logistics.
 - Follow up & closure of leads in time as well as planning.
 - Sharing Quotes with best possible Deals & Interacting with customers by clarifying doubts.
 - Managing escalations with due respect & resolving the issue with best solution.
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Senior Associate

Happylocate Relocation Services Pvt Ltd

- Generating Business from Incoming Enquiries related to Pan India Relocations.
 - Managing both Intercity & Intra-city services by coordinating with partners
 - Negotiating Quotes with Clients & closing the Sale.
 - Post Sale management, coordinating with Ops Team for better Satisfaction.
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Squareyards Consulting Pvt. Ltd.

Portfolio Manager-T1, 20th Sep, 22 - Present

Real Estate, Channel Partner, Channel Sales.

- Leads & Interested Prospects generation through Cold Calling.
 - Analyzing Client requirements thoroughly by building Rapport & trust.
 - Pitching Properties suiting the requirements, explaining the Project details & mentioning plus points, making it Interesting.
 - Pushing for Site Visits/VC/F2F to make clients understand better.
 - Assisting the Clients at Site with all necessary information till Cost Sheet discussions.
 - Price Negotiations, satisfying both Builder as well as Customer.
 - Assistance in all documentations, Loan Process, Payment Schedule, Documents Vetting etc.
 - Adding additional services as per company.
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Supervisor

Sri Shivaprasada Associates, Bangalore

Aug 2018-Dec 2018.

Achievements

- Managing excavation, scaffolding, masonry, billing & supervising daily progress.
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Projects

WonderBlues

June 2017.

Achievements

- Internship & project in Industrial Management, production, sales etc.
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EXTRA- CURRICULAR ACTIVITIES

Member- Core Committee

JSSATE, kengeri.

Jan 2016-Jan

2017.

Achievements

- Managing & organizing an event -VERVE.
 - Planning & serving for a cause with Full Satisfaction.
 - Socializing & communication building.
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