

FRANCIS JOSEPH JAYABAL.J

No. 896, 6th Cross,

4th Block HBR Layout 1st Stage

Bangalore - 560043

Contact: +91 98455 75373

Email Address: francis.jayabal@gmail.com

Profile

- 21+ years of experience in sales and marketing.
- 15+ years into real estate experience and 6years in home loans.
- 14+ years of experience in handling team and holding responsible positions
- Capable of handling multiple projects
- Proficient in Sales and marketing, Institutional Sales, Channel Partner Management and Project Management
- A thorough knowledge of all nuances of real estate marketing, management of team and channel partners.
- Well experienced in generating leads through various modes such as Digital, Print and Channel Partners
- Outstanding customer service skill with proven success in managing multiple priorities simultaneously in fast paced environment.
- Strong leadership skills, able to prioritize, delegate task and make sound decisions quickly.
- A clear and dynamic communicator, able to present product details to diverse audience.
- A thorough knowledge of legal, technical and financial details related to real estate.

DY PRIME LLP (JAN 2023 to Till date)

Manager Sales and Marketing

Work location – North Bangalore

JOB PROFILE:

- Handling Investors and helping them for resales.
- Manage the CRM team to ensure optimum customer satisfaction
- resolve customer escalation and monitor and monitor the collection of receivables.

WeOwn Services Private Limited (FEB 2022 to Dec 2022)

Project: Markon Lakewaters villas

Position: Head- Sales

JOB PROFILE:

- Handled luxurious Villas. Starts from 2.00cr to 2.80cr.
- Connect with Brokers Network and Build Strong Channel partners network
- Deal with HNI's clients
- Responsible for direct and channel sales.
- Create and implement sales promotional activities.
- Identify and resolve any errors during client transaction by extensive review and supervision ensuring clients' satisfaction.
- Deliver convincing sales presentations to potential clients and investors.
- Build a healthy relationship with reputed channel partners from the local market.
- Responsible for Sale closure.

DY PRIME LLP (FEB 2019 to DEC 2021)

Manager Sales and Marketing

Work location – North Bangalore

JOB PROFILE

- Manage and coordinated all marketing, advertising & promotional activities.
- Handling sales of Villa Plots and Weekend Homes near Nandi Hills.
- Generate leads through various channels
- Generate increased walk-ins
- Increase project awareness through offline marketing
- Establish an effective lead tracking system to determine the productivity of marketing activities and monitored the ROI analysis of key promotional activities.

Manage the CRM team to ensure optimum customer satisfaction, resolve customer escalation and monitor the collection of receivables

RBD Shelters LLP (FEB 2016 to JAN 2019)

Sr. Sales Manager

Reporting Authority: CEO

JOB PROFILE:

- Handled luxurious Villas and Apartments. Starts from 90lacs to 3.50cr.
- Deal with HNI's clients
- Responsible for direct and channel sales.
- Create and implement sales promotional activities.

- Identify and resolve any errors during client transaction by extensive review and supervision ensuring clients' satisfaction.
- Deliver convincing sales presentations to potential clients and investors.
- Understand the client's requirements and give the best suitable option.
- Build a healthy relationship with reputed channel partners from the local market.
- Responsible for Sale closure.

Citrus Ventures Pvt. Ltd. (JAN 2015 to JAN 2016)

Manager –Sales

JOB PROFILE:

- Handle multiple projects: Villas, Apartments and Villa Plots.
- Manage Channel Partners.
- Understand the client's requirements and proposing the best available options.
- Maintain relations with selected reputed real estate agents from the local market.
- Training and mentoring the sales team.
- Participating in events, exhibitions and generating leads.
- Helping sales team in difficult sales call.
- Monitoring team's performance and motivate to reach targets
- Compiling and analysing sales figures
- Engage customers in site visit, price negotiation and bring it to sale closure
- Direct Sale closure.

Blue Valley Properties Pvt. Ltd., (SEP 2008 to DEC 2014)

Sales and Marketing Manager

JOB PROFILE:

- Handling a group of sales executives and ensuring achievement of sales targets.
- Training and mentoring the sales team.
- Helping sales team members in difficult sales call.
- Generating leads through various channels viz; Digital, Print, and Channel Partners
- Handling promotional activities at corporate and exhibitions
- Engage customers in price negotiation and bring it to sale closure.
- Handling the post sales activities
- Handling grievances and escalations.
- Handling the revenue collections.

ICICI Home Finance Ltd. (Nov 2002 to Aug 2008)

Team Manager

JOB PROFILE:

- Leading a cross-functional team with representatives from sales, customer service, back-office, technical and legal department.
- Managing promotional activities and new product launches in six ICICI Bank branches around the city.
- Coordinated promotional activities and customer support in various corporate like Hewlett Packard, IBM etc.
- Coordinated new product training for the representatives from different departments.
- Ensuring target achievement and building customer satisfaction.

Mettur Finance Co. Ltd (Oct 97 to Oct 02)

Customer service and accounts executive

JOB PROFILE:

- Maintained daily ledger and petty cash register
- Followed up on client's application and mortgage procedures
- Coordinated with the collection department and ensured timely collection of receivables

Educational Qualification

SSLC	Government Higher Secondary School	State Board	1992
Plus 2	Government Higher Secondary School	State Board	1994
BCOM	St. Joseph's College (Autonomous), Tiruchirappalli	Bharathidasan University	1997

Additional Qualifications:

- Platform – Windows 2000, MS-DOS
- Packages – MS Word, MS Excel, Ms-PowerPoint
- Internet – Google chrome, Firefox, Outlook

Personal Details

Date of Birth: 15 September 1975

Marital Status: Married

Languages Known:

- **Read & Write** : Tamil, English, Kannada
- **Speak** : Tamil, English, Kannada, Hindi

Date:

FRANCIS JOSEPH JAYABAL

Place: Bangalore