**RESUME**

**SYED ALI SHAHAR** Mobile: 9036014210

Flat No 222 Second Floor DS MAX SONATA Email: visitali007@gmail.com

Dasappana Palya, Chikbanavara Bangalore-560090.

**CAREER OBJECTIVE**

Intend to build a career with leading corporate environment with dedicated people, which will help me to explain myself and realize my potential. Willing to work as a key player in challenging creative environment.

**KNOWLEDGE SUMMARY**

Quick learner and highly motivated team member.

Strong interpersonal skills and keen desire to learn new technologies.

Capable of problem-solving and decision-making.

Ability to work in a team environment.

Demonstrated ability to achieve stretch goals in an innovative and fast-paced environment.

Good team player with excellent analytical and interpersonal skills.

**PERSONAL QUALITIES**

* Positive attitude and enthusiastic in teamwork
* Good Communication skills, leadership qualities, quick and effective learner.
* Ability to work under stressful condition, ability to work independently also enjoys teamwork.

**TECHNICAL SKILLS**

* Operating Systems: Microsoft Windows
* Applications: Ms Office Excel,Word & Power Point

**EDUCATION**

* **B.Sc 2001**

(ARTS College)

**WORK EXPERIENCE :**

**VCiti (Velociti) Promoters LLP**

**Sr. Project Sales Manager (2023 – Till Date)**

Successfully managed plotted developments across three projects spanning 45 acres, 15 acres, and 6 acres respectively, optimizing resource allocation and ensuring project success.

Exceeded sales targets consistently, contributing to revenue growth and increased market share.

Implemented targeted marketing strategies tailored to the scale and scope of each project, resulting in enhanced visibility and lead generation.

Cultivated and maintained strong relationships with key stakeholders, including developers, brokers, and clients, to generate leads and close deals.

Negotiated contracts, managed documentation, and oversaw smooth transactions from initial inquiry to final closing.

**Company Name: DS MAX Properties Pvt Ltd**.

**Role: Project Manager**

**Duration**: **2012 – 2023**

**KEY RESPONSIBILITIES:**

* Lead a team of sales professionals and successfully achieved sales targets for residential properties. Developed and implemented effective sales strategies, resulting in increased revenue and market share.
* Conducted market research to identify potential customers and capitalize on emerging trends and opportunities. Cultivated relationships with key stakeholders, including developers, brokers, and clients, to generate leads and close deals.
* Negotiated contracts, managed documentation, and ensured smooth transactions from initial enquiry to final closing. Provided guidance and membership to the sales team, conducting training sessions and performance evaluations.
* Collaborated with research analysts and other team members to develop investment strategies and generate new business leads. Cultivated strong relationships with clients through regular communication, meetings and educational seminars.

**Company Name: IIFL LTD.**

**Role:** Relationship Manager

**Duration:** 2006-2012

**ACCOMPLISHMENTS:**

* Built and maintained a portfolio of high-net-worth clients, consistently exceeding targets and achieving quarterly an annual revenue goals. Provided personalized investment advice and recommendations to clients, based on their financial goals, risk tolerance and market conditions.
* Executed trades on behalf of clients, ensuring accuracy, efficiency and adherence to regulatory requirements. Conducted regular portfolio reviews and proactively identified investment opportunities to maximize returns for clients.

**Skills** :

* Relationship Management
* Portfolio Management
* Negotiation and closing
* Team Leadership and mentoring
* Proficient in CRM and trading platforms
* Excellent communication and presentation skills

**ACHIEVEMENTS:**

* Awarded as best customer centricity in the year 2009.
* Awarded as best performer and star award in the year of 2015, 2018 and 2022.

**PERSONAL DETAILS:**

* Name : Syed Ali Shahar
* Father Name : Syed Idrus
* Date of Birth : 30/07/1981
* Gender : Male
* Marital Status : Married
* Languages known : English, Telugu, Hindi, Tamil& Kannada
* Hobbies : Movies & Music

**Declaration: I hereby, declare that all information provided above is true to the best of my knowledge.**

Place: Bangalore Name: Syed Ali Shahar