



Mr. MAYANK BHARATBHAI MISTRY

10 Years plus Sales & Marketing Experience – Real Estate Industry
Deputy Manager Sales: Leading Real Estate MNC
EDUCATION: PGDM (IB) & MMM (Pune University),
City: Ahmedabad (Gujarat). INDIA.
Mobile: - 0091-97256-20475
E-mail: mayank1075413@gmail.com, mayank.mistry@hotmail.com.

Objectives:

To enhance my professional & technical skills in a dynamic & challenging workplace in the field of Sales and Marketing.

Professional Work Experience

1) Worked as a Deputy Manager Sales – SOBHA LTD (Deal with Residential Properties)

Job Tenure: 2nd November 2019 Continued.....

Company: Sobha Ltd Gift City Gandhinagar.

Designation: Deputy Manager Sales for Gift City Sobha Dream Heights with Premium Residential Site.

Work Profile: (B2C) & (B2B)

Reporting To: DGM & AVP.

Area: Ahmedabad & Gandhinagar District.

- Sales the Premium Residential Properties to HNI Clients
 - Direct Sales
 - Sales Forecasting & Execution
 - Attempt Walk-ins and convert it to sales (Highest conversion Ratio)
 - Taking reporting from the Tele Callers and convert into sales from the prospective Calls.
 - Attending Events & Different Activities to Increase the footfall.
 - Reporting to AGM & AVP for the Activities
 - Attend the property to get B2B & B2C Inquiries to maximize the Business Volume.
 - Make PR with the Channel Partners for business maximization
 - Vast Knowledge Sales force System of Company to get Success in Sales
- Communication with the Management for the Schemes Implementation and make aware Current Scenario of the market for the Business Maximization.

Achievements: Just in six months Sell Units more than 15 Units (Unit Range: 50 lakhs to 80 Lakhs)

2) Dalal Gruh and Infra Projects (Deal with High Premium Bungalow Properties)

Duration: - 25th January 2014 to 2nd November 2020

Designation: - Manager – Sales and Marketing

Project: - Mangalam Meadows (Valsad)

Key Responsibility Areas: -

- Sales & Marketing of High-end Real Estate Property
- Manages personnel and develops sales and sales support staff
- Market Analysis for the Project
- Media planning and execution
- Active participation in Project Launching and Marketing Campaign.
- Conducting and taking active participation in Exhibition and Promotion of the Project
- Provide quarterly assessment of sales staff productivity and Marketing Campaign effectivity.
- Handle Brokers Network and contribution through channel sales.
- Coordinate proper company resources to ensure efficient and stable sales results
- Develop specific plans to ensure revenue growth in company
- Formulates all sales policies, practices and procedure
- Developing Marketing Plan for the project
- Post Sales Service to customer (Loan, Documentation etc.)
- Achieving Sales Target of the company
- Payment Collection from the customer

Achievements: Highest Business Contributor in the Premium Segment Bungalows in Entire Tenure and Record Break Sales 500+ Units in Entire Tenure

3) Reddvis Realty Advisors Pvt. Ltd.

Duration: - 18th Jan 2011 to 20th Jan 2014

Designation: - Manager

Key Responsibility Areas: -

- Sales & Marketing of Real Estate Property
- Manages personnel and develops sales and sales support staff
- Review progress of sales roles throughout the region
- Market Analysis for the Project
- Media planning and execution
- Active participation in Project Launching and Expansion of Business.
- Conducting and taking active participation in Exhibition and Promotion of the Project
- Provide quarterly assessment of sales staff productivity
- Handle Brokers Network and contribution through channel sales.
- Coordinate proper company resources to ensure efficient and stable sales results
- Develop specific plans to ensure revenue growth in company
- Formulates all sales policies, practices and procedure
- Developing Marketing Plan for the project
- Post Sales Service to customer (Loan, Documentation etc.)
- Achieving Sales Target of the company
- Payment Collection from the customer

Achievements: - Winning an Award of best Project Management outside pune for Vande Residency (Vadodara) for best marketing plan and execution

4) Archies Ltd.

Duration: - 1 Year

Designation: - Sales Executive

Key Responsibility Areas: -

- Marketing of Greeting cards & Gift items

- Making Monthly Sales Target for the Region
- Develop new Customers for the Company

Academic Credentials

- **MMM (Masters in Marketing Mgt.)** from Pune University in 2011 with 55.53%
- **PGDBM (I B)** from IIEBM, Pune (Autonomous) in 2011 with 67.00%
- **B.B.A** from Gujarat University in 2008 with 65.67%
- **H.S.C.** from Gujarat State Board in 2005 with 72.83%
- **S.S.C.** from Gujarat State Board in 2003 with 60.86%

IT Skills

- MS Office, C Language (Basic), Some knowledge of software

Other Activities and Accomplishments

- Active member in Rotract club of Khadki
- Launched the Awareness Club at IIEBM by the name 'Knowledge World club'.
- Participated in Walk-thon organised by Rotary Club and Sancheti Hospital in Pune.
- Participated in Marathon which is organised by Sadhu Vashwani Mission's in Pune.
- Attended a seminar on Just In Time (JIT) in our college at IIEBM Auditorium.
- Attended a Seminar on Corporate Etiquettes.
- Attended a Seminar on Corporate and Innovation by Mr. Dilip Thosar of IIM-A.

Personal Profile

Date of Birth: 30th March 1988

Permanent Address: 11, Chhappaiyadham Row house, B/h Chhappaiyadham Appt., Nr. Sitarambapa Chowk, Nava Naroda, Ahmedabad-382346

Languages: Gujarati, English, Hindi and Marathi

Declaration

I hereby declare that the information furnished in this form is true to my knowledge.

Yours truly

Mayank Mistry