**PARESHKUMAR**

[**PARESHKUMAR.199287@2freemail.com**](mailto:PARESHKUMAR.199287@2freemail.com)

An MBA professional handled managerial position across multiple sectors viz. **Real Estate (Commercial & Residential), Home Loans, Financial Products etc.**

**PROFILE SUMMARY**

* A dynamic result oriented professional with nearly **8 years** of enriching experience in the field of **Sales –Channel, HNI, Direct & NRI, Business Development, Customer Relationship Management and Team Management.**
* Presently associated with **ICICI HFC Ltd as Sales Manager–Commercial Real Estate and Investment.**
* Lead Generation, Evaluation of **lease/outright** offers, Negotiating terms in agreement, rentals/base rate, and deal closure.
* A keen performer competent in implementing effective solutions to the customer needs, with an aim to improve customer satisfaction and thereby generating referral business.
* An effective communicator with good relationship building, analytical, interpersonal and problem solving skills.

**PROFESSIONAL EXPERIENCE**

* **Since July, 2015: ICICI HFC Ltd., Mumbai as Sales Manager – Commercial Real Estate & Investments**

Theverticalis into Commercial Real Estate Advisory & Transaction Services.

***Notable Accomplishment:***

* ***For F.Y. 2016-17 achieved 110% of the target i.e. Rs. 11 million as transaction fees for the organization.***
* ***Achieved 70% of the target i.e. Rs. 7 million as transaction fees for the organization in a period of 8 months from the date of joining.***
* ***Succeeded in being paid more transaction fees compared to standard fees from client for the company.***

***Role:***

* Strategizing & execution of transactions for the **Retail & Commercial space Leasing, Outright & Pre lease.**
* Lead Generation, Evaluation of **lease/outright** offers, Negotiating terms in agreement & rentals/base rate, and deal closure.
* Develop & maintain relationships, and network building with IPCs and corporate clients.
* To prepare status report on the deals those are under various stages of progress/negotiations right from signing of LOI to commencement of business.
* Convert Letter of Intent to **Lease** & License or Lease/ Sale Agreement, and close the **Lease**/ Sale deals within shortest possible time.
* To ensure that the timelines are met with respect to taking possession of the premises by the client/s for fit outs and commencement of business and ensure that the clients fit outs are complete within stipulated time.
* Development of Channel Partners (Viz. ICICI Wealth & Bank Branches, ICICI Securities, SME Branches & Salary A/C) for lead generation & maintaining relationships in Mumbai Metropolitan Region.
* Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling, skills development and product knowledge development.
* Co- ordinate & Tie-ups with developers/builders & Investors in order to maintain database of supply for the clients requirement.
* Meeting with Super HNI, HNI clients & giving them various investment proposals & customized solutions.
* Ensure effective processing of leads with proper follow-up by sales team.
* Providing after Sales support to the client & maintaining good relationships with them to generate References.

**June’ 13 – June’15:** **HDFC Realty Ltd, Mumbai as Assistant Manager – Residential Real Estate**

***Notable Accomplishment:***

* ***Achieved 110% of the target i.e. Rs. 11 million as transaction fees for the organization during the FY 2014 – 2015.***
* ***Achieved 85% of the target i.e. Rs. 7 million as transaction fees for the organization during the FY 2013 - 2014.***
* ***Successful in gaining customer satisfaction and referral business for the organization***.

***Role:***

* Development of Channel Partners (Viz. HDFC Bank Branches, HDFC Sales Pvt. Ltd., HDFC Securities & SME Branches ) for lead generation & maintaining relationships in given region.
* Generating leads through own sources.
* Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling, skills development and product knowledge development.
* Selling residential projects with an average pricing of 1.5Cr – 4 Cr in the assigned regions.
* Giving presentations to HNI, NRI and Resident clients on specific Real Estate products.
* Interaction with the Builder for new product updates & discussions on rates offered to HDFC Realty clients.
* Arranging Corporate Events for mass communication to generate quality leads.
* Generating Reference from the existing database through sales team to ensure bonus brokerage in a short period of time.
* Assessing the Competition with their Pricing and Products Offered.
* Reporting the organization through a Daily Updated MIS.
* Conducting Campaign, Representing the Company in Property Exhibitions conducted in Mumbai.
* **Jan’ 13 – May’ 13: Plexitech Technologies Private Ltd, Mumbai as Assistant Marketing Manager**

***Role:***

* Understand the requirement of the Clients and Offer a suitable product i.e. tracking devices and security software’s used for fleet management.
* Sending Intro Letters to the Clients with Budgetary Pricing.
* Speak to the Client and arrange Demos and presentation (Online for Outstation Clients)
* Assessing the Competition and their Pricing and Product Offered.
* Discussing and negotiating with the Clients based on his requirements and Quantities.
* Concluding the Business with the Client based on the Price band communicated to me.
* Generating Reference from the existing database.
* Monitoring the Orders received their Status of Execution and performance targets.
* Reporting the Status through a Daily Updated MIS.
* **Sept’ 10 – Jan’ 13: HDFC Sales Private Ltd, Mumbai as Loan Officer– Home Loans (LMS)**

***Role:***

* Handling a team for all kind of leads coming from organization, instructing them to focus on leads where maximum conversion is possible in that particular month.
* Managing sales of Mortgage products and enhancing relationship with clients.
* Generating referrals from provided database & converting most out of it, maximizing revenue & zero cost for the organization.
* Conducting Home Loan products training for newly appointed employees in HDFC LMS Hub.
* Communicating with Sales Manager’s & Credit Dept. team for changes in products & credit policy, forwarding the same product updates to all employees of HDFC LMS Hub all over India.
* Analyzing reports at the end of the month in order to focus on a particular area where maximum sales can be achieved for new month.
* **Jul’10 – Sep’10: Religare Finvest Limited, Mumbai as Relationship Manager**
* **Jul’09 – Jul’10: Micro Enterprises, Mumbai as Business Development Executive**

**EDUCATION**

**2009** **MBA (MMS-Finance & Marketing)** from N.L. Dalmia Institute of Management Studies & Research, Mira Road, India. Mumbai University.

**2006** **B.E. (Electronics)** from Datta Meghe College of Engineering, Navi Mumbai, India. Mumbai University.

**CERTIFICATION COURSE**

* **Royal Institute of Chartered Surveyors** – Certificate in Commercial Property Valuation
* **NCFM Certification** in Capital Market & Derivatives Market.
* Certificate of Participation in **International Financial Management by FTKMC**

**IT SKILLS**

* Operating Systems : MS Windows (XP/Vista).
* Office Packages : MS-Office 2007.

**SUMMER INTERNSHIP**

**Organization :** HDFC Bank, Mumbai

**Period :** May’08-Jun’08

**Role :** Corporate Salary Account Activation

**Responsibility :** Responsible for working on active & inactive salary accounts.