## 8940-1744

**MICHAEL**

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**Aiming for jobs in Sr. Sales & Marketing Executive in a leading organization.**

Career Objective

I’m a driven real estate sales agent with three years’ experience in the real estate industry and a background in sales and marketing. I thrive in a results-driven environment and have a strong track record in delivering high quality customer service.

Skills and Strengths

* Excellent verbal and written communication skills
* Excellent rapport builder and diplomatic in nature.
* Team player with exceptional motivational skills.
* Highly committed and self-confident with outstanding soft skills.
* Able to negotiate.
* Effective use of marketing techniques.
* Expert customer service skills.

Areas of Interest

* Sales &Marketing.
* Business development.
* Training &development.
* Warehouse management.
* Administration.
* Relationship Management.

Work Experience

* **2.6 years** of experience in Marketing Sr. Sales Executive and Team Leader.
* Proven abilities in achieving accelerating growth and generating highest level of customer satisfactions.
* Resourceful at maintaining business relationship with clients by resolving their service.
* Excellent communication & relationship management skills with strong analytical, problem solving & organizational abilities.
* Generating leads through various marketing campaigns, like phone calls, email, and online ads.
* Negotiating deals between buyers and sellers that can also lead to the need to resolve conflicts.
* Holding open houses as well as escorting potential buyers to properties that match their needs.

Academic Profile

* **Bachelor of Business Administration,** 2011-2014 in Scott Christian College, Nagercoil.
* **Higher Secondary in Commerce** in Kamarajar Hr.Sec.School, Manjalumoodu.

Professional Background

* Worked as **Marketing Sr. Sales Executive and Team Leader in INDIAPROPERTY ONLINE PVT LTD (Chennai).**

**Job Responsibilities**

* Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
* Display efficiency in gathering market and customer info to enable negotiations regarding variations in price.
* Review team performance and aim at exceeding their targets.
* Provide accurate feedback on future buying trends to respective employers.
* Worked with new and previously owned residential and commercial sales and leases.
* Developed marketing strategies for real estate listings.
* Compared recent property sales to current holdings to ensure competitive market price.
* Generated lists of properties compatible with buyer requests and needs.
* Arranged meetings between buyers and sellers when terms needed to be negotiated.
* Coordinated property closings and oversaw closing procedures.

**Achievements**

* Increased sales revenue for the 2015–2016 financial year.
* Launched successful property awareness project, which improved company reputation and customer satisfaction, and reduced carbon footprint by 35%.
* Was a part of the team managing the Skyline Builders, which sold 41% more than estimated market Value.

Awards

* **The Best Sales Employee of the Year twice 2015, 2016 in Indiaproperty Online Pvt Ltd.**

Technical Skills

* Expert Knowledge in computer related operations.
* MS-Word, Excel, Power Point.
* Internet Operations & E-mail handling.
* Tally ERP-9.

Personal profile

Date of Birth : 15.06.1992

Marital Status : Single.

Nationality : Indian

Languages known : English, Malayalam, Tamil.

Visa status : Visiting (valid until 2018 jan-15th)

**DECLARATION:**

I hereby declared that the above details are stated and authentic to the Best of my knowledge. Thank you Very Much.