**CHINTAN**

E-mail –

Chintan.379529@2freemail.com

# SUMMARY

Result oriented, hands-on construction and development professional with over 8 years of expertise in all facets of the Construction industry. Verifiable track record for the successful completion of projects amounting to over INR 60 Crore through coordinating trades, developing partnerships, building positive rapport with architects, engineers, local officials, vendors & clients while maintaining costs. Well versed in contract negotiations, project estimation, documentation, building code and regulations, material procurement, site management through certification of occupancy.

# WORK EXPERIENCE

**SALES AND MARKETING DIRECTOR –** TRIVENI DEVELOPERS **–** July 2013 to Present

* Responsible for developing and execution of Marketing Strategy.
* Responsible for developing sales plan for all Projects.
* Entrusted with a team of sales executives including their training , development & ensuring they exceed sales performance targets.

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|  * Team Building & Leadership
* Problem Solver
* Powerful negotiator
* Strategic Planning
 |  * Budget Analysis
* Relationship Building
* Time Management
* Self-motivated
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* Sole point of contact with HIGH NETWORTH CLIENTS and also their effective retention.

**PROJECT MANAGER –** TRIVENI DEVELOPERS **–** July 2010 to July 2013

* Plan, organize & manage the overall residential construction development.
* Responsibilities including but not limited to design & blueprint review, analysis of projects, documentation, bidding & negotiations, sub-contractor selection, procurement, scheduling, budgeting, building code compliance, project development, quality control, certification of occupancy.
* Supervised a team of upto 35 people.

**SALES ADVISOR IN BPO** **– KSERVE BPO PRIVATE LIMITED –** April 2009 to May 2010 (Best Performance award Mar 2010)

* Worked as a tele caller for the UK based BPO.
* Conducting survey was primary role and data generated was handed over to Research firm.

**SKILLS**

# KEY PROJECTS

* Angel Villa CHS – Borivali West (Project Turnover – INR 16 Crore)
* Donam Maria CHS – Borivali West (Project Turnover – INR 22 Crore)
* New Anamika CHS (Triveni Fortune) – Borivali West ( Project Turnover – INR 28 Crore)

# HOBBIES

* Competitive & Adventure Sports
* Listening to Music, Watching Movies

# EDUCATIONAL QUALIFICATION

• Masters of Business Administration( Marketing) (Sikkim Manipal University) 2011 • Bachelors of Commerce (Mumbai University) 2009