

Kunal Kumar

Deputy Manager
(Sales & Marketing)



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📅 3rd March 2000

PROFILE

Achievements include high conversion rates, consistent customer acquisition and remarkable revenue totals. Forward-thinking, competitive and strategic in pursuing targets. Alert to customer needs and quick to handle requirements resourcefully.

SKILLS

Communication Skills

Can articulate ideas clearly and negotiate effectively.

Market Knowledge

Understanding of real estate trends, property values, and market dynamics.

Customer Relationship Management

Building and maintaining strong relationships with clients.

Adaptability

Ability to adjust strategies based on market changes and client needs.

Persuasion

A persuasive demeanor to influence potential buyers and close deals.

EDUCATION

Bachelor of Business Administration(Financial Management), Poornima University

June 2018 – May 2021 | Jaipur, India

Senior Secondary, Central Public School

May 2016 – June 2018 | Samastipur, India

Secondary, Siddhartha Public School

March 2015 | Ranchi, India

PROFESSIONAL EXPERIENCE

Manglam Build-Developers Ltd., Deputy Manager (Sales and Marketing)

December 2023 – present | Jaipur, India

- Strategic Prospecting: Identifying potential buyers through targeted outreach methods.
- Market Analysis Proficiency: Keeping abreast of Jagatpura market trends and pricing dynamics.
- Relationship Cultivation: Building and maintaining strong client relationships through personalized attention.
- Customer Satisfaction Commitment: Ensuring clients are satisfied and receive an exceptional real estate experience.

The House of Abhinandan Lodha, Senior Sales Executive

July 2023 – December 2023 | NCR, India

- Sourcing Channel Partner for the company for outstation projects
- Creating channel partner code by verifying the rera details .
- Collecting data and leads from the channel partner.

Ashiana Housing Ltd., Sales Executive

November 2022 – July 2023 | Jaipur, India

- Calling: Initiating contact with potential clients through phone communication.
- Site Visit: Conducting visits to showcase properties and provide in-person information.
- Closing Deal: Successfully finalizing agreements and securing transactions.
- Documentation: Managing paperwork and legal processes associated with property transactions.
- Collection: Handling financial transactions, including payment collection.
- Customer Satisfaction: Ensuring clients are content with the sales process and their property choice

Somya Buildcon., Sales Executive

June 2021 – November 2022 | Jaipur, India

- Prospecting: Identifying potential buyers by calling them and asking for the site visit.
- Client Interaction: Engaging with clients to understand their needs and preferences.
- Negotiation: Facilitating deals and negotiating terms between buyers and owner.
- Customer Satisfaction: Ensuring clients are satisfied with their real estate experience and give good references.

CERTIFICATES

Internships and Knowledge Enhancement Programs

- Certificate give for member of Yi Yuva Club (2019)
- Certificate for attending Digital Marketing Workshop (2019)
- Certificate of Internship in Swiggy Mystery Shopping(2019)