

Manthan Somani

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OBJECTIVE:

To possess dynamic sales experience within the Real Estate sector. Specialized in representing esteemed residential and commercial projects in UAE.

PROFESSIONAL GLIMPSE:

Friend & Co., Real Estate Company, Ahmedabad
Department: Real Estate – Sales Representative

Jun'21 – May'22

Key Deliverables:

- Worked with buyers, brokers and renters to sell or rent Residential Projects, Shops and Commercial Offices;
- Working on Off-Plan projects, primary and secondary market;
- Attended Channel Partners meeting at various builders and developers' sites;
- Pre - qualify the leads generated through various marketing channels. Connecting with potential customers, focusing on their requirement and documenting information;
- Creating and updating activity reports & documenting the data;
- Strong follow-ups & quick responses to customers to facilitate sales while providing accurate information about the company, its products or services, promotions and other details;
- Ensure the project information is up to date and accurate;
- Also assist clients in Post Sales activities;
- Create systematic and consistent lead generation from cold calling, referrals, lead generation services, and other forms of media;
- Advise clients on market conditions, prices, mortgages, legal requirements and related matters;
- Achieving the targets in accordance with the set goals.

EDUCATION HISTORY:

Diploma in food & technology - Trent global college - Singapore - 2023

ADDITIONAL SKILLS:

- Excellent communication & interpersonal skills;
- Customer focus & Good Presentation skills;
- Strong positive attitude and quick learner;
- Result oriented, accepting responsibilities and challenges.
- Good negotiation and convincing skills.

PERSONAL DETAILS:

- Date of Birth: 2nd Sep, 1999;
- Marital Status: Single;
- Indian Passport: Valid till 14th October 2025;
- Visa Status: Tourist Visa valid till April 2024;
- Languages Known: English, Hindi, Gujarati;
- Current Address: Discovery Gardens, Dubai;