


<p>PERSONAL INFORMATION</p> 	<p>BHARATHVAJ T N</p> <p>Address: 18th, Jaya Nagar, 3rd Street, Neelikonampalayam, Coimbatore – 641033, Tamil Nadu, India</p> <p>Mobile: (+91) - 95979-72077</p> <p>Email: vaj3333@gmail.com</p> <p>LinkedIn: https://www.linkedin.com/in/bharath-vaj-756980269</p>
<p>PROFILE SUMMARY</p>	
	<p>Versatile professional with over six years of experience playing various roles in Sales across Real Estate Industry. Currently serving as Assistant Manager (Sales). Excellence in selling homes and apartments, regulating tasks like generating leads, organizing property tours, helping clients through sales process, deliberating offers, directing agreements etc. Proficient in assisting sales team, and contributing to overall sales targets by deeply involving possible buyers through different marketing channels and sustaining vigorous customer relationships. Dexterous in perpetuating precise customer information and pursuing sales progress within organization's CRM system. Accomplished academic foundation with Diploma in Mechatronics Engineering, highlighting dedication to distinguished and contemporary development. Articulate communicator with outstanding analytical abilities, problem-solving, decision-making and interpersonal skills.</p>
<p>WORK EXPERIENCE</p>	
	<p>Assistant Manager - Sales Unitd Living Space, Coimbatore, Tamil Nadu, India</p> <ul style="list-style-type: none"> ● Recognizing prospective buyers through cold calling, networking, referrals, and online marketing efforts. ● Scheduling calling activities by initiating minimum 100 calls per day and chase up on customer leads to push for project site visit. ● Explaining in detail project video to group of customers and describing model apartment to customers. ● Arranging tours of available homes and apartments, emphasizing core characteristics and benefits to potential buyers. ● Reciprocated to inquiries, resolving concerns, and dispensing thorough details about properties, houses and apartments. ● Navigating clients through offer process, including creating agreements and accords, discussing terms, and controlling contingencies.

<p>Aug 2024 – Till Date</p>	<ul style="list-style-type: none"> ● Scheduling calling activities by initiating minimum 100 calls per day and chase up on customer leads to push for project site visit. ● Orchestrating and staffing open houses to demonstrate properties to probable buyers. ● Assisting other sales team members by sharing knowledge, harmonizing activities, and aiding with client requirements. ● Contributing to overall team sales targets by intensely following up new leads and closing deals. ● Supported in evolving and executing sales strategies sequencing with market trends and company objectives, including pricing strategies and marketing initiatives. ● Indulging in sale of gated community projects, individual properties like residential luxurious villas, apartments and commercial buildings, to customers through referrals and digital marketing platforms namely No brokers,99 acres, housing.com, magic bricks, roof and floor, property portal, and other channel partner companies through lead generation and finally closing deals for organization. ● Consummate in spot bookings and closures. ● Acquired 4:2:1 sales closures.
<p>Mar 2023 – Aug 2024</p>	<p>Senior Sales Executive Casagrand Builders Pvt. Ltd.</p> <ul style="list-style-type: none"> ● Accomplished and surpassed sales targets through productive client involvement, participation and deliberation. ● Extended and perpetuated relationships with clients and industry experts. ● Constructively contributed to sales growth and progress through fruitful communication. ● Meeting customers, sustaining relationships with customers. ● Rendered support, information, and beneficial advice to clients. ● Research and suggested new opportunities for clients. ● Advised on profit and service enhancements for customers. ● Pinpointed and sold prospects. ● Scrutinized and yielded suggestive prospects for new business opportunities. ● Evaluated sales options. ● Deliberated terms/conditions of sale with customers. ● Fulfilled requirements of client keeping in mind interests of organization.
<p>Jul 2020 – Jul 2022</p>	<p>Business Developer Wyntash E-com Pvt. Ltd.</p> <ul style="list-style-type: none"> ● Organized exhaustive market research to single out potential new customer segments, competitor analysis, and upcoming trends in ecommerce landscape to detect new business opportunities. ● Intensely researched for and qualify probable clients through online channels, networking, industry events, and cold overreach to set up vigorous sales pipeline. ● Developed and preserved robust relationships with core decision-makers at potential clients, comprehending their requirements and challenges to personalize solutions.

	<ul style="list-style-type: none">● Formulated targeted sales strategies and proposals that correspond with company's overall business goals and sorted out specific client essentials.● Point out and foster strategic partnerships with other businesses to expand reach and bestow complementary products or services to customers.● Examined sales performance metrics, pursue core KPIs, and submit frequent reports to management on business development activities and progress towards targets.	
Aug 2019 – Jul 2020	Sales Executive Phygicart E Commerce Pvt. Ltd. <ul style="list-style-type: none">● Generated leads for new sales through telephone, internet marketing, and local marketing.● Developed and enforced strategic Business schedules and Marketing strategies.● Swiftly responded to general inquiries via email, message, text message, and telephone.● Meticulously chose right products suitable to each customer's individual requirement.● Encouraged leads through sales funnel, facing and overcoming hurdles, and finally closing deals online.● Tutored and bolstered up team of new independent distributors.● Encouraged and elevated them to leadership levels.● Directed team to raise to next level of business.● Stayed abreast on market trends, competitor analysis, and customer behavior to understand sales strategies.	
SKILL SET		
	<ul style="list-style-type: none">● Lead Generation● Business Planning● Market Knowledge● Networking● Leadership Skills	<ul style="list-style-type: none">● Time Management● Client Relationship Management● Market & Competitive Analysis● Aggressive Follow-ups
TECHNICAL SKILLS		
	<ul style="list-style-type: none">● Salesforce● Sell do	

EDUCATION	
2017	<ul style="list-style-type: none">● Diploma in Mechatronics Engineering from PSG Polytechnic College, Coimbatore, Tamil Nadu, India
ACHIEVEMENT & AWARDS	
	<ul style="list-style-type: none">● Within 7 months achieved turnover of 80 Lakhs INR by steering team to closing sale deals in Phygicart E-commerce company.● Conferred with fastest growing leader and sales taker award in Phygicart and Wyntash company.● Adjudged as fastest business developer and leader in Wyntash E-commerce company.● Attained turnover of 66 Lakhs INR by leading team to take sales closing within 5 months in Wyntash E-commerce company.● Accomplished Number 1 rank holder out of 300 sales personnel with Highest Net Sales Unit of 81 numbers in (FY 2023 - 24).● Number 3 rank holder out of 300 sales staff by reaching highest net value of 44 Crs INR and gross value with 65 Crs INR in (FY 2023 - 24).