

Deeksha Naithani

Business Development Manager



+971 585938904



deekshanaithani23@gmail.com



Abu Dhabi

Real estate sales expert with experience in PAN India and UAE properties. Proficient in understanding clients, assessing their needs and developing profit-oriented strategies for the organization. Ready to work in an esteemed organization where I can utilize my past working experience and academic knowledge for the business growth and development.

Work Experience

Square Yards Real Estate LLC

Business Development Manager, Abu Dhabi

January 2020 till date

- Consulting NRI clients on their investments into residential as well as commercial properties.
- Helping in managing real estate portfolio for NRI clients.
- Generating repeat and referral business for the company.
- Prepare MIS reports to analyze the status of leads generated and share the same with management.
- To offer clients on the range of products available and sell in the best-fit for them.
- Advise clients on market conditions, competitor prices, loans & legal requirements.
- Organized business events and closed deals on the spot.
- Focusing on after sales service in order to get repeat and referral business.

Achievements

- Sold more than 100K USD debentures during a fund-raising drive in 2020 which was highest sales for company in same month.
- Amongst one of the few students who got selected from college campus in a reputed real estate firm.

Internship

Intertek India Private Ltd, Gurugram

8 weeks

Customer Feedback Analysis through NPS (Net Promoter Score)

Description:

Worked as Trainee for 2 Months at Intertek India Gurugram location. Interacted with corporate clients to collect feedback and analyzed the garnered information for improvements. Other key learnings include: Customer Retention, Market Research, Email Marketing, Campaign Management and Competitor Analysis.

Live Project

Future Group - 1 week

Done 7 days live project at BIG BAZAAR during “Big Billion Days” as Sales Trainee. Task assigned included analyzing Consumer Behavior, Product & Retail Marketing.

Computer Proficiency

Operating Systems: Windows (XP/7/10)

Software Skill: MS Office (Word, Excel, PowerPoint)

Education

Master's in Business Administration (2018 – 2020)

Graphic Era Hill University

Major – Marketing and Minor - HR

Master's in arts (2016 – 2018)

M.K.P College Dehradun

English Literature

Bachelors of Science (2012 – 2015)

HNB Garhwal University

- Chemistry, Botany, Zoology

Intermediate Education (2012)

S.G.R.R Public School C.B.S.E

- Physics, Chemistry, Biology

Additional Qualification

Himalayan Ayurvedic Medical College (2016)

- Post Graduate Diploma in Yoga Science

Extra-Curricular Activities

- Conducted one day “**Yoga workshop**” at “Intertek India”, Delhi office.
- Participated in a BLOGATHON event held at university level and secured 3rd position.
- Online certification course in **Digital Marketing** from Future Learn.
- Part of the welcoming and decoration committee for various events at college.

Languages

English and Hindi

Personal Information

Date of Birth – 23-02-1995

Father's Name – Mr. Pravesh Naithani

Mother's Name – Mrs. Sunita Naithani

Gender – Female

Marital status- Single

Nationality – Indian

Permanent Address- House no. 257 Sarthi Vihar Haridwar Road Dehradun

Mobility – willing to relocate.

I, Deeksha Naithani, hereby declare that all the above information provided above is true to the best of my knowledge.

Deeksha Naithani_____