# RESUME

**SONALI PAL**

23/2 USHAGANJ CHAWANI INDORE 452012

Mo. **9754524278 office no. of mine by current company :585910311**

E-mail Id- Sonalipal091@gmail.com DOB: 09/12/1993

## CAREER OBJECTIVE:-

To learn, to grow and effectively contribute towards meeting organizational goals.

## ACADEMIC QUALIFICATIONS:-

|  |  |  |  |
| --- | --- | --- | --- |
| **Exams/Phases** | **Institute/College/Board** | **Year** | **Percentage** |
| L.L.B (Hons.) | IIL /DAVV INDORE | 2018 | 61% |
| B.COM | MKHS/DAVV | 2011-2014 | 56 % |
| XII | NVIS /CBSE BOARD | 2011 | 56 % |
| X | MP BOARD | 2009 | 73 % |

**WORK EXPERIENCE:-**

* + - **XIAOMI India Pvt. ltd as a Technical Support Executive 1 Year (English international Queue) In Year 2016 March to 2017 February**
* **DUTIES AND RESPONSIBILITIES:-**
1. Resolving the grievances of Customer in Call and Handling the Issues and Understanding and Acknowledging the Problem.
2. Effortlessly Providing the Information about the Product and Tackling the concern with ease.
3. Regularly Attending Around Cent of Customer on Call and Having Fluency in English.

## SKILL SETS:-

* + Good Communication Skills
	+ Fluency in Language (English\*)
	+ Empathy
	+ Understanding Need of Customer
	+ Quickly Assessment of Problem
	+ Skills of Providing Precise Solution with greater Efficiency

## PROMOTION APPRAISAL:-

* + Promotion and Increment with in 6 month after Joining Company
	+ Designated As Technical Support Executive in English Queue

## Drishti Devcon Private limited as a sales executive 1 Year (Real estate Company)

* **Duties and Responsibilities**
1. Identifying Potential Clients through available Data of Company or Add new Client from Own Source.
2. Generating leads through Offline and online engaging with prospects.
3. Demonstrating Product Features, Layout, Negotiating, and Forwarding the Details and Summiting Related Reports to Head Sales.
4. Coordination and Handling the team.

## Abuzz Webtech Pvt. Ltd. Pune as a Business Development Executive 6 Months (Software Management Company) March 2018-August 2108

* + - **Mittal Brothers Builders And Developers Real Estate Company in Pune As a Sales Executive (2 Months)**
* **Duties and Responsibilities**
1. Identifying and handling Potential clients through available leads data of company for Residential Project Called **High Mount** at Hinjewadi Location.
2. Pre-Sales for Residential Project as well as Commercial Project.
3. Demonstrating Product Features, Layout, Negotiating, and Forwarding the Details and Summiting Related Reports to Head Sales for Commercial Project called **One Place** at Wanowrie, Pune.
	* + **Square Yard Top Global Real Estate Aggregator Company (GCC/DUBAI) As a Business Development Manager.**
* **Duties and Responsibilities**
1. Design Real-estate portfolio for NRI investor to invest in Residential and Commercial Properties for Long term investment in Indian Real-estate.
2. Strategic Planning for MNC Company, high net worth individuals and investor when to entry and exit in real estate investment according to trends capital appreciation in estate.
3. Developing growth strategies and plans
4. Dealing with NRI Indians to further invest in Indian Properties of Cities like Noida, Pune, Delhi NCR Mumbai, Gurgoan, Bangalore etc.
5. Managing and retaining relationships with existing clients
6. Increasing client base.
7. Having an in-depth knowledge of business products and value proposition.
8. Advising best strategic and financial outcomes in Future to Prospective Client.
9. Researching business opportunities and viable income streams.
	* + **360 Realtors Top Global Real Estate Company (GCC/Qatar) As a Sales Manager.**
* **Recent Sales**

 **On 27thApr 2019 Sold Residential Property To Chennai Client Mr. Ganeshnan In Mumbai Borivali East Chandak Nischay 1BHK Flat Worth 88**

**lacs.**

* **Duties and Responsibilities**

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# Providing NRI Clients end-to-end solutions for all their property investments.

# Suggesting & bring the opportunity at NRI doorstep with all possible features and advantages as per the demand and market trends.

#  Identifying beneficial property investments such as commercial, residential and retail sectors. Sanitize individual to all the possible risks, and get them maximum return on investment.

# Manage NRI customers’ investment portfolio by balancing high-growth investments with safer ones.

# In addition to recommending Services like Real Estate Consulting, Home Loan Services, Corporate & Legal Advisory.

# After sales service is designed to ensure that the investment is worth every penny spent.

1. Having an in-depth knowledge of business products and value proposition.

# Liquidate Property at the right time ensuring highest return of investment on Resale.

* + - **360 realtors Domestic Top Real estate Consultant Company (GCC/Dubai) as a Portfolio Manager**
* **Recent Sales**

 **1. Before joining the company as with in 3 days after joining Given the business wooping around 8lacs\* revenue by Selling 2 units of Commerical Office spaces to Client Mr. Mehra on 19th September 2019.**

 **2. Another sales of Co - working space to Client Mr. Agarwal launchpad. 2 units of Co-working space with intial payment of upfront 25% to company.**

 **3. Every month the business did more than of salary withdrawn**

 **4.Highest Revenue In Dubai in the month of October 2020 Certificate for Excellence ( Star Performer for the Month) n many more**

 **5. Dealing in Wealth Management products like with High Networth individual , Sophisticated Investors, Government Institutions, Forgein Institutional Investors in Private Equity Funds, Venture Capital Funds, Alternative investment Funds, SME Funds, Infrastructure Funds, Real assest Management n all.**

 **6. Maintaining quaterly SSR above 4x from the date of joining an organization did the sales along with the revenue more than 30 lacs more 11 deals in over the India Properties in banglore noida sold Residential cum commercial Properties including Wealth Management Alternative Investment Funds start from 25 lacs investment.**

 **7.In month of July Recent Deal for an Company Alatreeventures Got fund raising for that Company through Me 50000 USD for an investment of 12% Returns.**

 **8. In Depth Knowledge of Dubai Properties Right from District One till Emmar South the Developer like EMMAR, DEYAAR, DAMMAC, DANUBE, BINGATTHI, BLOOM N many More.**

* **Duties and Responsibilities**

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# Facilitating opportunities for investing/buying/leasing and selling of property, anywhere in India.

# Facilitating fund transfer with compliance with legal and taxation procedures.

# Real-time assistance and consultation.

# Holistic NRI Real-Estate Management Services.

# Keeping the client up-to-date on the developments in Indian realty via Investors Clinic website.

# Helps to build a unique property portfolio in emerging cities like Lucknow, Indore, Bangaluru, Chennai, Mumbai, Pune, Delhi, Gurgaon, Noida, Chandigarh and many more.

# Manage NRI customers’ investment portfolio by balancing high-growth investments with safer ones.

# In addition to recommending Services like Real Estate Consulting, Home Loan Services, Corporate & Legal Advisory.

# After sales service is designed to ensure that the investment is worth every penny spent.

# Having an in-depth knowledge of business products and value proposition.

# Achievement in Education:

* After getting admission in 11th class with (Commerce Stream) in New School, however in Class 12th I got Selected As **Head Girl** of Narmada Valley International School CBSE affiliated.
* At tender age I learn and Practice the skill of Leadership and Understanding the Situation with proper attitude

## ENGLISH PROFICIENCY:-

International English language testing system (IELTS):- 5.5 BAND

## STRENGTH:

-Ambitious and highly motivated to meet the demands of the job

-Good Communication Skill.

-Able to identify and develop new business opportunities.

-Mental toughness and Business Mindset.

##  COMPUTER PROFICIENCY:-

* Basic Knowledge of Computer
* Internet & Mailing
* MS Office
* MS excel

## PERSONAL INFORMATION

* + Date Of Birth 9th Dec ,1993
	+ Father’s Name Mr. Omprakash Pal
	+ Mother’s Name Mrs.Indu Pal
	+ Mother’s Tongue Hindi

## DECLARATION:-

I hereby declare that all the above information is correct to the best of my knowledge & belief

## Date: / /2021 Place:

**(SONALI PAL)**