

ASIF ANSARI

Address: Surajpur Greater Noida, 201306

Mob: 9611674894

Email: h.masifansari@yahoo.com

SALES MANAGER

- ❖ **Top-Ranked Sales Manager with a 12-year history of sales success.** Recognized for contributions to record-setting sales figures.
- ❖ **Proven ability to lead sales team to achieve Multimillion-Rupee revenue gains.** Offer an in-depth understanding of sales cycle process and remained focused on customer satisfaction throughout all stages.

EXPERTISE

- Sales Team Supervision
- Relationship building
- Sales Training
- Superb Negotiation Skills
- Interpersonal and listening skills
- Excellent presentation and pleasant manners
- Handle difficult clients
- Ability to work both independently and as a team player

PROFESSIONAL EXPERIENCE

SJR GROUP-BANGALORE

Sales Manager- 1/ 6/2019 to 25/4/2022

- Supervised sales staff of 7; communicated job expectation and provided direction, support and motivation to team to meet agreed sales targets.
- Designed and developed procedures to ensure sales team achieve organizational customer service expectations resulting in annual increase of customer satisfaction.
- Responsible for solving problems; identifying and analyzing market trends, monitoring competitor's activities and responding to customer needs.
- Awarded outstanding achievement trophy for consistently performing above average sales in a company.

OZONE GROUP- WHITEFIELD BANGALORE

Deputy Manager- 9/2018 to 6/2019

- Greeted customers in a timely fashion while quickly determining their needs.
- Engaged with customers in a sincere and friendly manner.
- Build a relationship with customers to increase likelihood of repeat business.
- Delivered an exceptional level of service to each customer by listening to concerns and answering questions.

ALPINE HOUSING DEVELOPMENT CORP LTD- WHITEFIELD BANGALORE

Sales and Marketing Manager- 11/2016 to 1/9/2018

- Managed sales staff of five.
- Successfully sold an average of 10 flats every month.
- Initiated the sale of property utilizing various marketing and advertising method.
- Delivered convincing oral sales presentation to clients and investors.
- Researched real estate trends to provide correct market data to corporate office.
- Developed and maintain broker's network effectively and contribution through channel sales.

GAYATHRI BUILDERS-WHITEFIELD BANGALORE

Sale and Marketing Manager- 3/2014 to 10/2016

- Delivered the convincing oral sales presentation to customers and investors.
- Researched real estate trends to provide correct market data to office
- Managed and motivated sales staff.
- Created and updated market plan.
- Effectively marketed the community through developments of leads base and selling community and closing qualified leads.
- Assisted buyers with customizing and selection of their new flat.
- Assisted buyers with financing of their new flat purchase.
- Maintained client's information in data base for future follow-up.
- Assisted buyers with customizing and selection of their flat.

PAVANI HOMES-WHITEFIELD BANGALORE

Sales Executive to Deputy Manager- 1/2010 to 3/2014

- Followed-up on fresh leads.
- Maintained clients information in database for future follow-up.
- Drove Sales efforts through channel partners.
- Ability to meet deadlines.
- Communicated clients to improve and develop business relationship cordially and built the good long term relationship with clients.
- Assisted buyers with financing of their new flat purchase.
- Represented firm at sales exhibition.

EDUCATION

MBA: CV Raman University -Bilaspur

BBA: Darbar College of Business Management- Bijapura (Karnataka)

PERSONAL DETAILS

Date of Birth : 13/5/1988
Gender : Male
Marital : Married
Nationality : Indian