

# VIKASMAHANDROO

---

#B - 54/1, New Gupta Colony, Delhi -110009  
PhoneNo: 9999850728  
E-Mail: [vikas.mahandroo@gmail.com](mailto:vikas.mahandroo@gmail.com)



A business solution architect building a thriving company, orchestrating business expansion, staff recruitment & training, driving aggressive marketing efforts through sharpened leadership skills in business development, market assessment & profit/loss.

## Professional Experience

Business Associate - Acres N Inches

Jul 2022 – Present

- Displaying and Marketing real property to possible buyers.
- Determine clients' needs and financials abilities to propose solutions that suit them
- Providing clients with information about local communities, schools, available home loans, property taxes, and other relevant topics
- Prepare necessary paperwork (contracts, leases, deeds, closing statements etc)
- Developing marketing campaigns to increase the exposure of a property to potential buyers
- Inducting new team members and helping them to settle in and making them undergo the training required
- Leading by example, setting targets and motivating team members
- Ensuring customer service standards remain high and continually looking for ways to improve

Member (Core Team) - Online Professional Services (Start Up)

Dec 2013 – Mar 2021

- Handle the day-to-day activities of the company.
- Form a close professional working relationship with clients. Establish key relationships with new as well as old clients and agencies to ensure maximum exposure and increase revenue.
- Work closely to improve work relationships, build morale, and increase productivity and retention of the team.
- Offer additional expertise or services.
- Add capabilities and skills to the team.

Sales Manager -**Attitude Events Pvt. Ltd**

**April 2012 – Sep 2013**

- Form a close professional working relationship with conference clients. Establish key relationships with new as well as old clients and agencies to ensure maximum exposure and increase revenue
- Obtain information and liaise on a regular basis with the client regarding all booked events, in order to develop an understanding of the client's expectations.
- Ensure maximum revenue from conferences through up-selling, where possible, and uphold terms and conditions of booking.
- Give direction and support to the operational teams wherever required.
- Manage and co-ordinate all communications, with client and suppliers (internal and external) for each individual event ensuring continuity for the client and total confidence in the management of the event.
- Ensure continuous improvement in systems and procedures, based on the key trends in the market as well as clients feedback and take appropriate action

Manager - Sales **Hindustan Times**

**Sep 2010 to Mar 2012**

- Meet & exceed the Targets assigned for the defined job.
- Initiate and coordinate development of action plans to penetrate market(s) as much as possible.
- Prepare action plans for effective search of sales leads and prospects.
- Competition understanding & better understanding on a day – to – day basis.
- Create and conduct proposal presentations and RFP responses.

ASM -**Times of India**

**March 2006 to July 2010**

- Was successful in achieving & quite a no. of times overachieving targets set by the management.
- Have been a Top Performer from Delhi/NCR Region.
- Added 25 New major Corporate Clients to the company including SG Estates who has been associated with Magic Bricks ever since to my Team.
- Brought mega clients like EMAAR MGF, TRIVENI, AMBIENCE Infrastructures, Supertech who gave business in excess of 50 Lacs business each to the company.
- Meet and exceed defined sales quotas for defined area/region
- Make prospecting an integral part of my regular routine ensuring new prospects are being added to the sales funnel on an ongoing basis
- Manage a complex corporate solution sale with a 1 month to 12 month purchasing cycle
- Move the sale through the entire corporate sales process, actively engaging other company resources as necessary to ensure success
- Take an active role in RFP process
- Ensure that there are regular follow-ups with all the clients by virtue of Sales Calls, Telecalls, E-Mails, Faxes, Festival Greetings etc

**Taj Hotels & Resorts**

**Nov 2003 to Feb 2006**

Designation : Relationship Manager  
Sector : Hotel Room Sales  
Demography covered: PAN India  
Demography handled: Delhi NCR Region

**Education Qualifications**

- M.B.A - Guru Gobind Singh Indraprastha University (G.G.S.I.P.U.), Delhi (2001-2003)
- B.SC- S.G.T.B. Khalsa College, Delhi University, Delhi (1998 – 2001)

### Projects Undertaken

**HindustanTimes.com**

**May 2002 to July 2002**

- Worked on a market research project on Consumer perception towards online news sites.

### Personal

Date of Birth : 11-01-1981  
Father's Name: Dr. Mahesh Pal Singh Mahandroo  
Father's Job : Professor, Delhi College of Engineering, Delhi  
Languages Known: English, Hindi & Punjabi  
Extra-Curricular Activities: Swimming, Working out & Listening to music

I hereby declare that all information mentioned above is true to the best of my knowledge.

Date:

Place: Delhi

(Vikas Mahandroo)