

Sarvneet Bhasin

REAL ESTATE, NEW DELHI, INDIA

SUMMARY

To leverage my extensive knowledge, exceptional interpersonal skills, and proven track record in real estate sales to secure a challenging and rewarding position as a Real Estate Agent. With a strong dedication to client satisfaction, I aim to exceed expectations, deliver exceptional results, and foster long-term relationships. Seeking an opportunity to utilize my expertise in market analysis, contract negotiation, and customer service to contribute to the success and growth of a reputable real estate agency.

EXPERIENCE

INVESTMENT ADVISOR

H J REAL ESTATE *Jan 2024 - Present*

H J Real Estate gave me the opportunity to explore and learn Dubai Real Estate market. I went to various builders like DAMAC, BINGHATTI, SOBHA, Heart of Europe and many more to meticulously analyze and differentiate their unique selling points. Thus, helping me connect with buyers. Moreover, I have been travelling extensively to participate in Dubai Property Show organised by my company in INDIA.

SENIOR SALES EXECUTIVE

INSPIRE TELECOM PVT LTD. *Apr 2017 - Dec 2023*

We have been selling products for the Australian company named Superphone. In this process, we have sold sim cards, Internet connections, ADSL, DSL, VOIP, broadband and so on. strong knowledge of telecom industry trends, products, and technologies. Excellent communication and interpersonal skills, with a focus on delivering exceptional customer service. • Proficient in using CRM systems, call center software, and other relevant tools. • Ability to work in a fast-paced environment, handling multiple tasks and meeting deadlines. • Demonstrated problem-solving skills and ability to handle customer inquiries and complaints effectively.

TEAM LEADER

VEDIC ESTATES *Dec 2014 - Nov 2016*

Led a team of individuals and provided daily guidance and direction on project Paras Tiera, Paramount, Ajnara and so on. Conducted regular team meetings to foster communication, address concerns, and provide updates. Monitored team performance and provided constructive feedback and coaching. Ensured adherence to company policies and procedures within the team.

SENIOR SALES EXECUTIVE

BUNIYAD REAL ESTATE SERVICE S *Sep 2012 - Aug 2014*

I set the trend of selling multiple builders' flats like 3c lotus panache, Logix blossom county, Paras Tiera, Gardenia Glory. Earlier, most of the colleagues were focusing on selling Jaypee flats. During my tenure, our competitors started praising my working pattern. Hence, the company made huge profits and gained recognition in secondary market of flats. Being proactive to avoid problems for our buyers in documentation and provide assistance to clients during the buying and selling process. Marketing properties through advertising and listing properties on 99 acres and Magicbricks.com. We would ensure to add leads in Sales Force so that co-workers got appropriate inventory. Alternatively, I would place ads in local Noida newspaper to attract local residents resulting in more profits. Negotiate with clients and other agents to ensure a fair and profitable transaction.

ASSISTANT MANAGER

CHAWLA ASSOCIATES Nov 2011 - Aug 2012

• Manage and oversee the Noida secondary market real estate portfolio, including distressed properties acquired through foreclosure, short sales, or other similar processes especially in sector -47 . • Evaluate potential properties for acquisition, conducting due diligence, and assessing investment viability and risks. • Liaise with real estate agents, brokers of Noida and contractors to facilitate property sales , but we would seldom implement this strategy because we never wanted other brokers to subsidize the profit. • Conduct market research of other territories like Ghaziabad , Greater Noida and analysis the similar properties what we were focusing on so that market trends, and opportunities could be established. As a result, our clients praised our efforts and sale becomes easier.

SALES EXECUTIVE

EXOTICA BUILDERS May 2009 - Apr 2011

We would sit at Exotica site in Noida Extension to show the sample flat to customers which was constructed at Crossing republic, Ghaziabad , thereby , giving us opportunity to interact with clients and understand their needs. Generated new Leads via phone calls, emails. Assisted 27 corporate clients into buying 1290 sqft flats in Tower 7. Developing strategies to increase the value of properties by fair means for example, I suggested to include " lease rent " in the project " Dreamville " at Noida Extension. Hence, we ended up making significant profits. Respond to new leads in a timely manner, and maintain consistent follow-up to convert them into sales.

EDUCATION

BACHELOR OF ARTS

S. G .T.B KHALSA COLLEGE Mar 1996 - Apr 1999

CERTIFICATION IELTS EXAMS

Lately , I gave IELTS Exam and got 7.5 overall in English language which is C 1 level Proficiency . THIS exam validity expries in Feburary 2024.

SKILLS

TEAM PLAYER

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CLIENT RELATIONSHIP MANAGEMENT

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RESOURCEFUL

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TENACIOUS

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LANGUAGES

ENGLISH

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HINDI

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PUNJABI

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