**Murali Krishna.P,**

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**Mayuri marg, Begumpet**

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**Job Objective: To attain a challenging position in Sales and Marketing Department of a**

Reputed Organization.

**Professional Profile**

* A Career Graph over 10 years of extensive experience in Infrastructure Companies.
* Insightful knowledge of Housing Projects, Sales, Customer Service & Collections. Ability to oversee multiple complex projects concurrently with a successful track record in managing the complete sales , Customer Support and Collections
* Excellent relationship management skills with the ability to relate to people at any level of business and management with excellent experience in the service industry.

**Core Competencies**

**Strategic Planning**

* Drive business operations to outperform annual objectives.
* Develop and execution of Key Sales strategies for Residential sales.
* Ensuring Revenue generation as Planned and meeting Management Revenue Targets.
* To achieve the sales target and ensure that project deliverables are met.
* Conducting market research and identifying potential categories of target segments.

**Business Development**

* Increase Customer base through extensive Market research.
* Analyze and assess market potential, tracking competitor activities for providing valuable inputs to fine tune selling & marketing strategies.

**Channel management**

* Identifying and networking with financially strong and reliable channel partners, resulting in deeper market penetration.
* Monitoring channel partners sales and marketing activities; implementing effective strategies to maximize sales.

**Career Highlights**

**Cybercity builders and developers.**

**Job Description**

* Since Sep 2018 with **Cyber city builders and developers**, As an Asst-Manager – Sales grounded **Rainbow vistas rock garden & Marina skies** a gated communities .
* Responsible for marketing projects allotted
* Market survey along with analysis report.
* Managing leads through regular follow up.
* Handling customers and managing their grievances.

Organizing marketing events.

Showing property to the customers, make them understand of location.

And creating interest on the property. And involving in the closing.

**PropToday Properties**

**Job Description**

* Worked as Sales expert from 2010 Dec-2018 Aug.
* Listen to customer requirements and present appropriately to make a sale.
* Cold call to arrange meetings with potential customers to prospect for new business.
* Regular follow up of customers and converting them in to site visits.
* Giving the project presentation at site, explaining about project concept, model flat and its features…etc.,
* Assisting the customers to get a good product according to their requirement and budget.
* Make accurate, rapid cost calculations and providing customers with quotations.
* Taking care of negotiations and booking formalities.
* Assisting customers in the financial planning.
* Respond to incoming email and phone enquiries, act as a contact between a company and its existing and potential markets.
* Maintains relationship with customers by providing support, information, guidance, researching and recommending new business opportunities and profit

**Education**

* + B.tech from JNTU

**Personal Details**

DOB : 22.09.1985

Mobile : 9177702240

Languages Known : English, Hindi, Telugu.