



Job Objective

Leveraging **over 6 years of rich experience in sales, market expansion and client relationship management**, aiming to drive team excellence and foster growth in a diverse professional landscape. Targeting a **challenging role** to leverage expertise in **driving sales**, and contributing to the growth and profitability of the organization.

Mohammed Irfan

Manager – Sales, Business Development



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Education

Advanced Corporate Strategy (Distance learning)

2024 - 2024

IIM, Vishakapatnam

MBA in Marketing

2017 - 2019

AIMIT College, Bangalore

Bachelor of Business Management

2014 - 2017

St. Aloysius College, Mangalore

Achievements



Received "**Golden Performer of the Month**" Award for achieving INR 8 Cr within a month at XANADU



Recognized and awarded by Godrej for **contributing to the sale of INR 14 Crore** in Godrej Splendour Phase 1 in just one week



Recognized by Century for **contributing to the sale of INR 11.5cr Crore** in Century Trails Phase 1 in a month



Secured 2nd place in a Rural Product Development competition at Acharya College, Bangalore



Acknowledged as the "**Best Team Leader of the month**" at **Square Yards**. for successfully closing 15 deals in a month

Profile Summary

- Currently acting as **Manager at Century Real estate**, engaging in customer interactions, showcasing properties, resolving customer queries, making recommendations, and negotiating property deals.
- Results-driven Sales Manager with rich experience in **driving sales growth and business expansion**; successfully achieved revenue of **INR 80 to 90 CR in FY 2022-22** at Godrej in the assigned area.
- Led a **high-performing sales team in square yards** to consistently exceed sales targets and **achieve recognition as the top-performing region within the organization**.
- Experienced in **supervising daily operations, recruiting, training, and supporting teams** of executives, with a track record of success.
- Skilled in attending to customer needs, **providing personalized recommendations**, and resolving queries to **enhance the overall customer experience**.
- Strong analytical skills to **analyze property market trends and make data-driven decisions**, ensuring clients make informed property purchase choices.
- Achieved recognition for exceptional sales contributions, **including closing 25 deals in a single month and increasing revenue**.
- Developed and **implemented a strategic sales plan** that resulted in capturing a new market segment **and generating 300 new clients** at Square Yards Pvt. Ltd. in 2019-2020.
- Built and maintained strong relationships with key clients, **resulting in repeat business** and increased customer loyalty.

Work Experience

Century Real estate – Bengaluru | Manager
January 2024 – Present

- Collaborated with leadership to develop and implement effective sales strategies.
- Analyzed sales reports to provide actionable insights for improvement.
- Led and trained the Sales Team to exceed sales targets.
- Expanded into new markets, acquiring clients within set timeframes.
- Enhanced product knowledge and sales skills to improve closing rates.
- Welcomed and guided clients during site visits, ensuring a positive experience.
- Delivered presentations to showcase property features and value.
- Followed up with prospects, achieving high conversion rates.
- Resolved customer inquiries promptly, ensuring satisfaction.

Core Competencies

Sales Strategy & Market Analysis

Revenue Growth

Client Relationship Management

Business Development

Market Analysis

Channel Partner Relations

Customer Satisfaction

Budget Management

Sales Forecasting and Reporting

Recruitment & Training

Team Management

Soft Skills

Effective Negotiation

Customer-centric Approach

Pragmatic Planning

Quick Decision-making

Conflict Resolution

Empathy | Adaptability

Personal Details

- Address: Badriya Nagar, Ajjinadka, Post Kotekar, Mangalore
- Languages Known: - English Hindi Kannada Malayalam Tamil
- Date of Birth: 24th May 1996

- Recommended tailored properties, driving successful bookings.
- Negotiated and closed property deals, boosting revenue.

XANADU Realty – Bengaluru | Manager February 2023 – January 2024

- Generating and reviewing sales reports, providing actionable insights from accurate and timely data.
- Enhancing product knowledge and sales skills to improve closing ratios.
- Welcoming and guiding prospective customers during site visits, ensuring a welcoming and informative experience.
- Expertly resolving customer inquiries and concerns on-site, ensuring prompt and satisfactory solutions.
- Negotiating and finalizing property deals, resulting in successful transactions and revenue generation.

Godrej Properties – Bengaluru | Assistant Manager November 2020 - February 2023

- Orchestrated seamless and impactful client site visits in close collaboration with the Pre-Sales Team, enhancing the overall customer experience.
- Played a decisive role in negotiations, displaying exceptional skills in securing immediate on-the-spot sales, resulting in accelerated revenue growth.
- Ensured proactive and follow-up with clients, expediting deal closures and enhancing client satisfaction.
- Fostered and managed strategic relationships with channel partners, contributing to enhanced market presence and profitable collaborations.
- Gained proficiency in the swift and effective onboarding of new channel partners, expanding the business network and reaching new markets with efficiency.

Square Yards Pvt. Ltd. - Mangalore | Sr. Area Sales Manager June 2019 - November 2020

- Lead, motivate, and supervise the sales team to achieve individual and group sales targets.
- The team in maintaining strong client relationships and delivering excellent customer service.
- Implement sales plans and strategies to promote real estate projects and ensure target achievement.
- Analyze market trends, competitor activities, and provide regular updates and reports to senior management.
- Conduct regular training sessions to enhance team skills in negotiation, product knowledge, and client management.

Pinclick – Bengaluru | Sr. Property Advisor October 2018 - June 2019

- Provided expert advice for informed property purchases through cold calling and market trend analysis.
- Proficiently matched clients with optimal properties and managed team performance for successful deals.