

SIDDHARTH GUPTA

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Exploring the potential within. Thus far in the arena of Sales | Strategy | PR | Channel Activation

Professional Journey

9+ years of experience in the areas of Sales, PR, Team Building and Client Relationship Management, chiefly in the Real Estate industry.
Currently associated with, "KAARRYAM" as, "UNIT HEAD - SALES"

Negotiating and managing strategic partnerships with corporates and individual clients. Demonstrated success in developing, implementing strategies for channel partner activation and marketing resulting in new client wins.

Experience Chronology

	KAARRYAM Full time 3 Years	SOLD 51 UNITS 1,39,670 SQFT
	Unit Head July 2023 - Present	As a unit head, orchestrated team training, system audits, and strategic involvement in meetings, resulting in replicable team proficiency, time-bound goal attainment, and the successful Goal Achievement.
	Deputy Manager March 2021 - July 2023	Successfully orchestrated the sale of 41 units across residential and commercial spaces, as an individual sales man, built strategic PR with builders for their support.
	MANI GROUP Full time 8 Months	SOLD 09 UNITS 27,360 SQFT AND LEASED 3 UNITS 12,300 SQFT
	Senior Executive July 2020 - February 2021	Led sales at Mani Casadona Financial Hub, overseeing 14 lac square feet of office and retail spaces. Specialized in product placement, digital marketing, and channel partner activation.
	PIONEER PROPERTY Full time 8 Months	LEASED 2 UNITS 22,800 SQFT
	Assistant Manager August 2019 - March 2020	As Assistant Sales Manager, spearheaded lead acquisition through organic business development, liaised with clients (Dish TV, Tech Mahindra to name a few), and executed lease deals.
	EVERBRIGHT REALTORS Full time 2 Years	SOLD 7 UNITS 10,500 SQFT AND LEASED 3 UNITS 5,400 SQFT
	Assistant Manager July 2017 - June 2019	Led sales team, crafted marketing budgets, and fostered developer partnerships as Assistant Sales Manager, facilitating corporate leasing services for companies like Delhivery and Loyds Insulations.
	MODERN PROPERTIES Full time 1 Year, 7 Months	
	Corporate Consultant Jan 2016 - May 2017	Provided corporate leasing consultation to diverse commercial entities, including clients such as Reliance, City Mart, and HDFC.
	Internship Nov 2015 - Jan 2016	Interned in real estate sales, developing understanding, making calls, carpet bombing, BTL activities and auditing leads to support the sales team's efforts.
	PS GROUP Full time 3 Months	
	Internship July - August 2015	1. Researched top 10 builder projects in Chennai (Nexterra, Dlf, Bollineni Hillside), conducted a comparative study outlining pros and cons. 2. Analyzed real estate development in Chennai and conducted consumer preference sampling for 'The Grand Mall' by PS Srijan Group.

ACADEMIC CREDENTIALS

COURSES COMPLETED



Workshop on " Sales & Success with NLP ", by Sandeep Gajar

India's 1st Solutionist | Sales Mentor | Business Coach

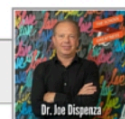
The workshop instilled confidence, since Mr. Gajar teaches how to read into situations and protect self from being hijacked in any given situation. His workshop had great insight to offer into basics and energy



Seminar on " Mind Power ", by Dr. Sneh Desai

Peak performance Coach | Youngest Mindset trainer | Life Coach to over 21 lakh people

Gave me a new perspective to life, now I know that I'm responsible for my own life, thoughts and words create reality



Webinar on " Becoming Supernatural ", by Dr. Joe Dispenza

New York Times best selling author Researcher of epigenetics, quantum physics & neuroscience

In this webinar Dr. Dispenza teaches how thoughts alone can create a new reality at the quantum level and how next step in evolution begins with understanding how to access the subconscious mind

RECOGNISED BY INSTITUTE OF INDIAN FOUNDERMEN FOR MY SEMINAR ON COMMUNICATION



COURSES COMPLETED	Institute/University	Year of Completion
MBA (Marketing & HR)	ILEAD – Institute of Leadership, Entrepreneurship and Development	2016
Graduation (Bcom Hons)	Bhawanipur Education Society	2014
ISC (Commerce)	Frank Anthony Public School	2011
ICSE	The Park English School	2009

SKILL SET



PUBLIC SPEAKING
EVENT HOSTING



PUBLIC RELATIONS
NEGOTIATIONS



PRODUCT PLACEMENT
AND PRESENTATION



CHANNEL PARTNER
NETWORKING



QUALITY CHECK
CLIENT SERVICE



20TH DECEMBER
1992



GREEN LEAF | VIP ENCLAVE |
RAGHUNATHPUR | KOLKATA - 700059