



# Karan Gandhi

## CONTACT

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 UAE Driving License – LMV

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## SKILLS

- Dubai off-plan and residential sales
- Investor portfolio management
- Commercial and retail leasing
- Deal negotiation and closing
- ROI and yield consultation
- CRM and sales funnel management
- Developer coordination

## LANGUAGES

### English

Fluent

### Hindi

Native

### Marathi

Fluent

## PROFESSIONAL SUMMARY

Real estate professional with over 7 years of experience in Dubai's off-plan and residential sales, investor portfolio management, and commercial leasing. Demonstrated success in deal negotiation, closing transactions, and providing ROI and rental yield consultations. Skilled in managing CRM systems and sales funnels to enhance client engagement. Focused on delivering customized property solutions that optimize investment returns and drive business growth through strategic market insights.

## WORK HISTORY

**Senior portfolio manager** 07/2025 – current  
**Silver Oak Properties** – Dubai, UAE

- Managing sales operations focused on Dubai real estate market.
- Handling end-to-end sales cycle from lead generation to deal closure.
- Advising investors on high-ROI residential and off-plan investment opportunities.
- Conducting market analysis, pricing strategy discussions, and investment comparisons.
- Building and maintaining long-term relationships with local and international clients.
- Coordinating with developers for inventory updates, payment plans, and post-sales support.

**Senior portfolio manager** 08/2024 – 06/2025  
**Nestrov Consulting Pvt Ltd.** – Dubai, UAE

- Assisted with management of premium residential and off-plan properties in Dubai.
- Supported sales revenue through effective customer engagement.
- Facilitated investment consultations for high-net-worth individuals and end-user clients.
- Arranged property presentations and site visits to showcase offerings.
- Aided in negotiation of pricing and payment plans with developers and buyers.
- Coordinated communication between clients, developers, and legal teams for seamless transactions.

**Sales Manager** 01/2022 – 07/2024  
**PropertyPistol.com** – DUBAI, UAE

- Supported management of real estate markets in India and Dubai while assisting cross-border investor clients.
- Collaborated in planning sales strategies and monitoring team performance.
- Facilitated lead generation through referrals, digital channels, and networking efforts.
- Performed client needs analysis and proposed suitable property options.

- Updated CRM records and conducted systematic follow-ups to enhance closures.
- Met monthly sales targets consistently and aided in team revenue growth.
- Managed over 150-200 customer calls per day

#### **Executive Sales Manager**

01/2021 - 11/2021

**GNM Realty - DUBAI, UAE**

- Assisted in managing residential property sales and acquiring clients.
- Conducted property viewings and provided information on project unique selling points to potential buyers.
- Facilitated negotiation documentation and booking procedures.
- Developed a pipeline of qualified leads through cold calling and referrals.
- Delivered after-sales support to strengthen client relationships.

#### **Sales & Leasing Manager**

01/2019 - 12/2020

**Goel Ganga Group / WTC Nagpur - Glocal Square Mall - Nagpur, Maharashtra, India**

- Assisted in managing commercial leasing and retail sales for branded retail spaces at Glocal Square Mall.
- Supported onboarding and negotiations of leases with national and regional retail brands.
- Performed market research to identify competitive rental values.
- Facilitated tenant relationships and aimed to meet occupancy targets.
- Collaborated with marketing and operations teams to boost mall footfall and tenant visibility.
- Processed documentation for lease agreements and commercial negotiations.

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## **EDUCATION**

**Master of Business Administration (MBA):** Finance & Marketing , 01/2017 - 01/2019

**Tirpude College** - Nagpur, Maharashtra, India

**Bachelor of Business Administration (BBA):** Finance & Marketing , 2015 - 2017

**Tirpude College** - Nagpur, Maharashtra, India