

Dhaval Thakkar

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PROFESSIONAL SUMMARY

Senior Real Estate Sales Leader with over 8 years of experience in high-value residential and luxury real estate transactions. Proven track record of delivering consistent individual closures while leading and mentoring sales teams across the complete sales lifecycle. Strong expertise in managing HNI clientele within competitive luxury markets, combining consultative selling with disciplined pipeline execution. Focused on driving revenue growth through frontline closing capability and strategic leadership.

PROFESSIONAL EXPERIENCE

Senior Sales Manager | Star Estate (Aug 2024 – Aug 2025)

- Frontline closer for luxury residential portfolio (■3 Cr–■15 Cr) across Mumbai Western Suburbs and pan-India mandates
- Managed full sales lifecycle for 60–80 active prospects monthly
- Delivered consistent high-ticket closures (2–4 per month avg.)
- Mentored junior executives and strengthened conversion discipline
- Managed HNI/UHNI clientele via consultative selling
- Collaborated with developers on pricing strategy and inventory structuring

Team Lead | Primebricks Real Estate (Apr 2020 – Jul 2024)

- Led residential sales vertical with Mumbai focus and pan-India exposure, closing 80+ deals
- Managed complete lifecycle from sourcing to closure
- Handled deal values from ■80 Lakh to ■8 Cr
- Led 5–7 member team and channel partners
- Generated 60–80 qualified leads per month
- Improved sales processes, documentation, and compliance
- Built repeat and referral client base

Sales Manager | Netbiz (3 Circle) (Aug 2019 – Mar 2020)

- Independent closer in Thane and KDMC region
- Handled site visits, negotiations, and deal closures
- Mentored 2–3 junior executives
- Supported transaction documentation

Assistant Sales Manager | PropertyPistol Realty Pvt. Ltd. (Jun 2017 – Jan 2019)

- Worked on pan-India project launches and sell-outs
- Conducted 6–8 site visits daily during launches
- Achieved 15–20% conversion ratio
- Processed 50+ EOIs
- Conducted market surveys and competitor analysis
- Onboarded 100+ channel partners

ADDITIONAL PROFESSIONAL EXPOSURE

- Interior Design (Modular Kitchen Solutions) – Client handling and vendor coordination
- Solar Event Management – Event operations and client servicing
- Financial Services Exposure – Understanding of investment-oriented clients

EDUCATION

Post Graduate Diploma in Management (PGDM)

Bachelor of Management Studies (BMS), Mumbai University

CORE COMPETENCIES

Luxury Sales, Negotiation & Deal Structuring, HNI Client Management, Sales Leadership, Pipeline Management, Market Analysis, Developer Coordination

LANGUAGES

Hindi | English | Marathi | Gujarati

INTERESTS

Fitness & Yoga | Travel & Exploration | Reading