

HARSH MANE

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CAREER OBJECTIVE

Motivated and results-driven Sales Executive with experience in pre-sales and customer handling. Skilled in communication, lead generation, and conversion. Seeking an opportunity to contribute to business growth while enhancing my sales expertise in a dynamic real estate organization.

WORK EXPERIENCE

Pre-Sales Executive
Tricity Realty LLP

- Handled inbound and outbound calls to generate leads
- Explained property details and project offerings to clients
- Maintained client database and follow-ups
- Coordinated with sales team for site visits

Pre-Sales Executive
Dhyaan Enterprises

- Managed telecalling and lead qualification
- Built initial customer interest and scheduled meetings
- Maintained strong communication with potential buyers
- Assisted in achieving monthly lead targets

EDUCATION

Qualification	Institution	Year	Score
HSC	VPM Bedekar College	2020 – 2021	92%
SSC	Father Angel's English School	2018 – 2019	84%
FY B.Com	VPM Bedekar College	2021 – 2022	8/10

SKILLS

Communication Skills, Negotiation, Phone Etiquette, Lead Generation, Sales Instinct, Customer Handling, Basic MS Excel & CRM

LANGUAGES

English, Hindi, Marathi

STRENGTHS

Quick learner, Positive attitude, Target-oriented, Self-motivated, Strong client rapport building