

Yogesh Bute

Al Souq Al Kabeer, Bur Dubai, Dubai, UAE

E-MAIL: yogeshbute10@gmail.com

MOBILE: +971 585 761925

MY OBJECTIVE:

Seeking for a challenging career in highly professional organization which offers congenial workplace, where I can efficiently explore my skills, knowledge & expertise to foster my career progression.

CAREER SUMMARY:

Highly result- oriented management professional, having 5 years of experience into sales & business development & always achieved assigned targets by increasing the firm's overall business productivity.

Sales & Marketing / Strategic Business Development:

- Planning and scheduling individual / team assignments to achieve preset goals within the time.
- Formulating short term strategic plans to enhance business operations & revenue targets.

Client Relationship Management:

- Making relationship with customers via better services for sustaining long term loyalty.
- Handling customers for effective resolution of grievances and obtaining feedback.
- Maximizing customer satisfaction by providing pre & post sale assistance.

Team Management:

- Leading & monitoring the performance of team members to ensure efficiency in sales operations.

SCHOLASTIC RECORDS:

Qualification	University / Institution	Year	Marks (%)
M.B.A (Marketing)	Institute: J.D.C BYTCO IMSR, Nashik. (Pune University)	2017	62
B.Sc (Degree)	Institute: R.N.C Arts, JDB Commerce & N.Y.C Science College, Nashik. (Pune University)	2014	65
H.S.C (State Board)	Institute: S.V.K.T College, Nashik.	2010	60
S.S.C (State Board)	St. Patricks Convent High School, Nashik.	2008	72

KEY-SKILLS PURVIEW:

- Communications ★★★★★
- Customer Relations ★★★★★
- Interpersonal skill ★★★★★
- Negotiations ★★★★★
- Database Management ★★★★★
- Team Management ★★★★★
- Ms-Office program ★★★★★

WORK EXPERIENCE:

Company	SAMRAAT GROUP (Real Estate Infrastructure Hospitality)	
Designation	ASSISTANT MANAGER - SALES	(Dec,2018 - DEC,2021)
Job Profile	▪ Sales generation for a real estate portfolio comprising of luxury residences. ▪ Delivering delightful customer experience to distinguished clients. ▪ Organizing weekly & monthly team meetings/trainings of team members. ▪ Forecasting & Assigning monthly targets to team members to achieve KRA's. ▪ To generate prospects via fresh calls from the database. ▪ To attend regular meetings with the CMD & ED for planning sales strategies. ▪ Participating in negotiations and bringing deals to a closure of team members. ▪ To understand financial status of client & explain various financial schemes ▪ Designing superlative Sales process & SOP's for smooth functioning. ▪ To maintain good Customer Relations for long run business purpose. ▪ To ensure timely update of sales report in MIS. ▪ To co-ordinate regularly with the CRM, Civil & Pre-sales department. ▪ Analysis of sales trends & techniques to target the right market with right tool. ▪ To participate in various property exhibitions like Times & Shelter by CREDAI. ▪ To prepare detail reports of team members & Inventory management. ▪ To analyze team performance & review it. Also managing team conflicts.	
Company	Magnum Events Inc.	
Designation	MARKETING COORDINATOR (May,2015 to Oct,2018)	
Job Profile	▪ Create and manage project plans for various marketing and event activities. ▪ Coordinate events, meetings and trade shows by identifying, assembling, and organizing requirements; establishing contacts; developing schedules and assignments; managing mailing lists to ensure event success. ▪ Work with the team to develop event strategy and objectives; spearhead initiatives to meet objectives based on lead generation, customer advocacy, and more. ▪ Provide administrative support to each member of the marketing and event teams as needed. ▪ Maintain email lists for internal and external communications. ▪ Developing and executing plans for business development.	

	▪ Negotiate and execute contracts for large- and small-scale events. ▪ Manage a team of event marketing specialists. ▪ Build relationships with Magnum customers and prospects on a one-to-one basis. ▪ Work with in-house designer to ensure event display accurately represents the Magnum brand ▪ Track customer complaints and follow up to ensure resolution. ▪ Provide support in social media monitoring process as needed. ▪ Assist in collating marketing materials as needed. ▪ Maintain files for graphic related projects. ▪ Accomplish organization goals by accepting ownership for completion of new and different requests.
--	---

AWARDS / ACHIEVEMENTS:

- Promoted thrice within 3 years by Samraat Group for consistent sales performance.
- Awarded as “Star Performer Department of the Year” for highest sales in single fiscal year of 1080 Million INR by CMD of Samraat Group, in Nov 2021.
- Awarded as the Best Manager award at IMAD (I Make A Difference) NGO (2015)

HOBBIES / INTERESTS:

- Teaching Kids
- Travelling
- Playing Outdoor Sports
- Social Networking

PERSONAL DETAILS:

- Date of Birth : 01th May, 1992.
- Nationality : Indian
- Marital Status : Unmarried
- Languages Known : English, Hindi, Marathi
- Passport Detail : Z407173 (Exp-2027)

DECLARATION :

I hereby declare that the information furnished above, is true to the best of my Knowledge.

YOGESH BUTE