Amandeep Kaur

Real Estate Sales Executive

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PERSONAL STATEMENT

Real estate sales executive with 3.5 years of experience in residential project and resale sales across the Chandigarh tricity. Closed 38 units worth ₹27.5 crore in FY 2025-26, 115% of target, by converting site visits, working with 40 channel partners and guiding buyers through home loans and RERA documentation.

WORK EXPERIENCE

Sales Executive – Residential Projects · Shivalik Greens Developers, Mohali — Feb 2024 – Present

- Closed 38 apartments worth ₹27.5 crore in FY 2025-26, achieving 115% of a ₹24 crore annual target for a 320-unit gated project.
- Improved site-visit-to-booking conversion from 9% to 14% by pre-qualifying leads on budget, loan eligibility and possession timelines.
- Built a network of 40 active channel partners who contributed 45% of bookings in the last financial year.
- Coordinate with 4 partner banks for home loan sanctions and help buyers with agreement, RERA and registration paperwork.

Property Consultant · Tricity Homes Realty, Chandigarh — Apr 2023 – Jan 2024

- Closed 26 resale and rental deals worth ₹9 crore in transaction value across Zirakpur, Kharar and Chandigarh.
- Listed and photographed 90 properties on property portals, generating about 600 buyer enquiries.
- Handled negotiations between buyers and sellers, closing 70% of deals within 30 days of the first visit.

EDUCATION

BBA in Marketing · Tricity College of Management, Chandigarh — 2020 – 2023
Grade: 73%

SKILLS

Residential sales · Site visits · Lead qualification · Channel partner management · Home loan coordination · RERA documentation · Real estate CRM · Property portals

CORE SKILLS

- Negotiation
- Client relationship
- Presentation skills
- Follow-up discipline
- Local market knowledge

LANGUAGES

Punjabi · Native · Hindi · Fluent · English · Fluent

MakePerfectResume · Free