



AJINKYA BELOSE

📍 Dubai United Arab Emirates

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SUMMARY

Motivated individual with business acumen and willingness to take on challenging roles. Tech-savvy and quick learning with technical know-how, social media expertise and sales abilities to support and drive substantial growth.

SKILLS

- Skilled at mediating conflict and coming up with creative solutions that benefited
- Both costumer and organization.
- Enthusiastic team player with ability to
- Motivate,encourage,and excite fellow employees.proven management
- Experience in effectively training competent customer service associates and
- Continuing to provide outstanding service to customers.
- Confident Communicator with and interest in listening what customer has to say.
- Learning new product and delivering information to customer in a way which is Honest,Educational, and helpful.
- OTHER SKILLS
- College ambassador for internships from internshala
- Attended workshop for msp-430 from IBM
- Attended power transmission and distribution programm from NPTI
- (karnataka)
- Organised Corporate Events and College festivals and promotions for
- Google
- Won awards for the best actor in theatres drama in national level
- Played district and state level kabaddi
- MS-OFFICE, C/ C++, power point, Excel sheet, Matlab..
- Clients like Android one , axis bank,Ashok lalit hotel, Calvin's, regala concerts,
- Manage events in Bangalore regions weather it is for wizcraft events
- Award functions have been coordinated
- Leadership quality
- Project management
- Experience in leadership
- Computer skills
- Teambuilding
- Active listening
- Training & development
- Supervision & leadership

EXPERIENCE

FREELANCER, 04/2022 - 11/2022

Freelance , Dubai

- Managing leasing closure for commercials and residential
- Supervising the leads generated by the agents and helping them with the closure.
- Managing the developer product for the team and execution

- Generating leads for the sales by doing marketing.
- Meeting new clients and explaining them about the product and market conditions
- Pitching for off-plan primary units as assign by developers
- Posting ads on portals

MANAGER, 08/2020 - 02/2022

WALLSTAR REAL Estate Properties, Dubai

- Handle and execute day-to-day operations of properties
- To overlook the overall hiring process and getting team on board
- To take briefing everyday so to keep team up to date for the work
- To generate salary of the employee with given data by giving approvals
- Recruiting employee for the company
- Process customer work orders, needs and requirements
- Interact and ensure smooth relationships between tenants and owners
- Provide leasing administration for commercial properties
- Prepare financial budgets, reports and statements relating to real estate business
- Initiate and implement methodologies in managing properties
- Initiate work processes to enhance business growth
- Assist and support administrative and field staff to maximize performance.
- Taking leadership to meet clients and help agents with closure by taking client to developers
- Overview the daily performance of the agents and trying to get maximum result from them by keeping daily inputs by disertation of kpis, productivity report and quality score.
- Encouraging agents to keep there morale high all time by giving them motivation or support whenever require.

MARKETING SPECIALIST, 10/2019 - 03/2020

DFM, Dubai

- Market product by developing,implementing and advertising campaign (i)keep following sales data regularly maintain strategy about sales plans do meeting and prepare report.(ii)implement marketing campaign by assembling and analysing sales forecast.(iv)track product line sales and cost by analyzing and summarize data.(v) accomplish organization goals by accepting ownership for accomplishing new and different request.(vi)keep track record of sales process from start to end.

04/2018 - 04/2019

Tata Cliq

- Collaboration with conneqt business solutions.

SR.CUSTOMER SERVICE EXECUTIVE, 02/2016 - 03/2018

HSC- SCIENCE

- Mumbai (ind)
- Overseeing the customer overall process (ii) Serves customers by selling products and meeting customer needs(iii)focuses on sales efforts by studying existing and potential volume of dealers.(iv)document each and every meet from start to end.(v) keeping the track record of existing and new customer
- (vi)depth knowledge about the process and have to be update with the product.(vii) contributes to team efforts by accomplishing related results as needed.(viii)resolvescustomer complaints by investigating problems .developing solutions,preparing reports and making recommendations to management

- Pushpadeep communication 2 years, } for US region dealing into Educational courses, utility connections
- Position - talent acquisition / Team lead (Bangalore)
- Make the prospect customer and attend meeting with them .(ii) answer calls professionally to provide information about product.(iii)keep the record of customer interaction,record of inquiry, complaints and action taken.(iv) follow up to ensure the appropriate actions taken on customer request.(v) generate sales leads (vi)handle customer complaints with appropriate solutions
- (vii) preparing the quotation for the clients.(viii)to recruit candidates for the company ,to search, follow up, arrange interviews and to do screening of the candidates as per requirement regarding the utility connections and follow up till deal is closed along with after sales service., Mumbai BOARD
- Navneet college of science,
- Bachelor in ENGG Electrical & Electronics

SALES COORDINATOR, 01/2012 - 01/2016

Colors and Signature Events, Bangalore

- Understand requirements for each event and execute it as per the requirements
- Plan event with attention to financial and time constraints weather it is
- BTI activities, corporate events or wedding , roadshows and concert
- Negotiate with vendors to achieve the most favorable terms and also overlook with the manpower required for the events
- Manage all event operations do final checks at the day of the event (e.g Tables, technology) to ensure everything meets standards
- Oversee event happenings and act quickly to resolve problem for major

EDUCATION AND TRAINING

Oxford College of Engineering , India
Bachelor's of Engg : Electrical And Electronic

INTERESTS

HOBBIES - LISTENING TO MUSIC, SPORTS, DRAMA, TRAVELLING AND Movies.

LANGUAGES

Languages speak - English , Hindi, Marathi.

LANGUAGES

Hindi, Marathi: First Language

English: B2

 Upper Intermediate

English: A1

 Beginner

Gujarati: A2

 Elementary

PERSONAL INFORMATION

DOB- 16/1/1992
 Nationality - Indian
 Visa status - Freelance visa