

# SUPRIYA CHANDRAKAR



Business Development Executive

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## WORK EXPERIENCE

### Sales Executive (Inbound)

Nobroker

09/2022 - Present, Bangalore

- **Lead Generation:** Actively generated leads by effectively engaging with inbound inquiries from prospective customers who visited the company's website or contacted through other channels.
- **Customer Engagement:** Attended inbound calls and communicated with customers in a professional and courteous manner. Listened to their needs and provided appropriate solutions and information about the services offered by Nobroker Technologies.
- **Service Booking Assistance:** Assisted customers in navigating the company's website to book various services related to real estate, ensuring a smooth and user-friendly booking process.
- **Product Knowledge:** Demonstrated a deep understanding of the services and products offered by Nobroker Technologies. Effectively communicated the features, benefits, and value propositions to potential clients.
- **Lead Qualification:** Qualified leads by asking relevant questions and gathering essential information to assess their needs and preferences. This helped in customizing offerings to match individual client requirements.
- **Quotation Preparation:** Prepared and sent accurate quotations to potential clients, detailing the cost and scope of services, as per their specifications.
- **Customer Relationship Building:** Built and maintained strong customer relationships by providing exceptional service, addressing inquiries and concerns promptly, and ensuring client satisfaction.
- **Follow-Up:** Conducted timely follow-up with leads to gauge their interest, answer additional questions, and guide them through the decision-making process.
- **Sales Conversion:** Employed persuasive selling techniques and consultative selling approaches to convert leads into paying customers, consistently meeting or exceeding sales targets.
- **Documentation:** Maintained detailed records of customer interactions, lead status, and sales activities in the company's CRM system for accurate tracking and reporting.
- **Cross-Functional Collaboration:** Collaborated with other departments, such as sales support, marketing, and cus-

## PERSONAL PROFILE

Dedicated Sales Executive with a year of experience in the fast-paced environment of Nobroker' inbound sales team. Proven track record of exceeding sales targets and delivering exceptional customer service. Adept at understanding client needs and providing tailored solutions to drive revenue growth. Strong communication and negotiation skills with a deep understanding of the real estate industry. Committed to delivering results, building lasting client relationships, and contributing to the success of the organization. Looking to leverage my experience and skills to excel in a dynamic sales role.

## SKILLS

Communication Skills

Ability to Work Under Pressure

Adaptability

Programming

Customer Service

Microsoft Office

Ability to work in a team

Advance Analytical Thinking Skill

Fast Learner

Ability to Multitask

Effective Time Management

Critical thinking and problem solving

tomers service, to ensure seamless customer experiences and address complex client needs.

- **Continuous Learning:** Kept up-to-date with industry trends, market dynamics, and product knowledge to provide informed recommendations to potential clients.
- **Problem Resolution:** Effectively resolved customer issues and concerns, escalating complex cases to the appropriate department when necessary to ensure timely resolution.
- **Feedback Collection:** Gathered feedback from customers to understand their experiences and identify areas for improvement in the company's services and processes.

## EDUCATION

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### MBA, NMIMS, Mumbai

06/2021 - 06/2023

### BE, Rungta Engineering College, Bilai

07/2015 - 06/2019

## LANGUAGES

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Hindi ● ● ● ● ●

English ● ● ● ● ●