



ANKIT NAGPAL

Highly Motivated RECO Licenced Realestate Professional since 2023 and 10 years + combined Experience in Pre Construction Sales & International business.

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SOCIAL



Ankit Nagpal

PROFILE

Experienced and Licensed Real Estate professional exploring full time position in Pre Construction sales. I bring comprehensive experience gained through successful ventures in diverse markets like Canada, India, Dubai, Singapore & Australia. My strength has been understanding the complexity of Pre Construction sales and guide clients through the best suitable options ensuring informed decision. I have built a career deeply rooted in Integrity, Trustworthiness & lasting relationships. Working with World reputed Pre Construction companies like Emaar Dubai and TATA Infrastructures has shaped me into a thorough Professional.

EXPERIENCE

Sales Representative(Realtor)
Elixir Realestate
June/2023 to Present

- **RECO Licensed since 2023 June**
- Managing Residential and Commercial Real Estate transactions from listing/property introduction to closing for buyers and sellers.
- Advising clients on investment opportunities suiting their needs and finding best options after thorough research and comparison between important factors by using TREBB Comprehensively with other sources.
- Proficient in negotiating and drafting agreements for sale and leases with detail oriented approach.
- Building strong relationships through professionalism, knowledge about current market and opportunities.
- Driven by commitment to excellence, I am in regular in enhancing my skills through training and enhancement opportunities to ensure my skills are at the top of industry standards.

Manager - Business
Account Growth & Sales
Support Remax Realtron
Dec/2020 to 2022

- Responsible for co-ordinating with business partners for generating sales and lead through regular phone calls and email updates, coordinating for showings of listed properties. Engaging with 300+ existing clients & prospects through calls and emails.
- Working on sales & crm cloud platforms for lead generation. Database Management and keep in touch approach with customers and business partners for a step ahead approach.
- Regular competition analysis for consultative engagement with clients & prospects for leaving a lasting impression. Planning and Executing Omni channel marketing campaigns across all platforms i.e Google ads Facebook ads, Youtube ads to develop maximize the reach and minimize cost per qualified lead.
- **Quarterly cost reduced from \$49/qualified lead to \$16/qualified lead** compared to past year all quarters. Co-ordination between Sales, CRM, Operations and Banking to minimize the response back time to customer for customer satisfaction.

**International Pre
Construction Sales
(Dubai, India, Singapore
Australia)**

- **Direct and Corporate sales** - Presentation to prospective buyers in sales office and corporate offices for sales closure.
- **Brokerage Network Management** - Activating and management of Brokerages to generate sales by providing in office and outdoor training to realtors, providing project updates and latest marketing material for promoting projects and generating sales.
- **Active Participation In New Project Launches** - Conducting detailed competitive analysis in relation to pricing and marketing strategy, Launch event planing and involvement with marketing for creating pre launch communication.
- **National - International events and international office set up** - Involvement with marketing team for both national and international events and scheduling resources 6 months in advance. Co-ordination with management and planning department for setting up international offices and managing challenges till its smooth functioning.
- Actively Involved in Customer satisfaction pre and post sales inline with brand strategy and policy.
- Management and upkeep of sales office and show properties on regular basis for ensuring all sales tools are available for sales team.

SKILLS

Leadership
Negotiation
Consultative Sales
Sales Presentation
Sales & CRM Softwares
Business Intelligence
Public Speaking
Problem Solving
Sales Closure
ROI report generation
Analysis
Social Media Marketing
Strong Computer Skills -
Proficient in Microsoft Office
suite

Digital Marketing Skills

Google Analytics Google Ads ● ● ● ● ●
Facebook Ads, LinkedIn Ads ● ● ● ● ●

ADDITIONAL EXPERIENCE

- **TATA Group** - Sales & Marketing Manager
- **Central Park (Sales & Marketing)**
- **Wave Infratech** - Sales & Customer Experience
- **Emaar Properties** - Sales & International Business

SOFTWARES & SKILLS

- **Softwares & Automation**
- Intuit QuickBook software
- Mail Chimp Morrison
- Marketing software IXACT
- CRM Automation BrokerBay
- Canva Professional creative tool

EDUCATION

MBA (Marketing & Finanace)

International Institute of
Planning & Management

**Excellence Award Winner -
Micro Economics**

AWARDS



Multiple Sales and management Awards

for surpassing the target in most
difficult market condition and
generating highest sales as a
team manager.



Jan 2020 - **Business Achiever**
award for 5+ brand collaborations
in 3 months

INTERESTS

Reading Biographies
Culinary Exploration
Kayaking
Interactive Video Games