

ANKIT NAGPAL

Real Estate Sales Representative I RECO Registered I ON
+1(647) 562 2494 - ankit.nagpal85@gmail.com

PROFESSIONAL SUMMARY

Results-driven Real Estate and Sales Professional with 4+ years of experience guiding clients through property purchases, investment opportunities and consultative sales engagements across the GTA & international markets in pre construction sales. Have represented established brands including **EMAAR Properties Dubai** and **Tata Group** as an employee. Experienced in new home and pre-construction sales, client consultation, property tours and full-cycle transaction management. Adept at leveraging advanced CRM systems to build and meticulously manage high-volume sales pipelines. I help established brands connect with their customers by representing the brand as an extension of its leadership, while guiding prospective homebuyers and investors toward confident property ownership through expert market insight and personalized solutions.

SKILLS

- Pre Construction Sales
- Sales & APS Presentation
- Market Analysis
- CRM & Lead Management
- Consultative Sales & Revenue Conversion
- Contract Negotiation & Deal Closing
- Direct Sales
- Guided Home & Community Tours
- Follow Up & Deal Closing

WORK EXPERIENCE

Real Estate Sales Representative | 2023 to Current

Royal LePage Signature (May 2025 – Present) & Elixir Real Estate (May 2023 – Dec 2024) – Toronto, ON – Toronto, ON

- **Pre Construction Sales & Portfolio Management** : Sales focused on GTA pre-construction and resale assets. Applied a consultative "White Glove" framework to manage the full lifecycle of clients accounts especially first time home buyers.
- **Contract Specialist** : Executed complex Agreements of Purchase and Sale (APS) and assignment transactions. Collaborated directly with legal counsel and developer reps to navigate occupancy terms, levies, and capping clauses ensuring a 100% Compliance
- **Negotiation Excellence** : Directed a high-performance Pre Construction sales pipeline, Directly & for the team - **\$15M+ CAD in transaction volume** by managing the **end-to-end client journey**.
- **Leveraging Technology** : Planning and Executing Omni channel marketing campaigns across all platforms i.e Google ads, Facebook, Canva etc.. Deployed CRM's like IXact, **KV Core** and **Realm/Matrix** to architect bespoke market analysis and client

engagement workflows. Transformed raw real estate data into **tailored market reports** by authoring investment/region/property specific reports for clients enabling them to make informed, high-stakes investment decisions.

Manager Sales

Emaar Properties Dubai & Tata Housing

- **Direct Sales :** Managed end-to-end sales for a **\$100M+ luxury asset portfolio**, driving revenue growth from project launch through sell-out while maximizing long-term account value.
- **Revenue & Quota Performance:** Consistently exceeded quarterly sales targets, averaging **CAD \$6M in sales performance**, contributing significantly to overall project revenue.
- **Broker Management:** Managed relationships with **brokers, corporate partners, and channel sales teams**, providing product training, sales enablement, and support to drive new opportunities.
- **Client Engagement & Property Demonstrations:** Conducted consultative presentations and guided tours for **commercial spaces, showrooms, apartments, and luxury villas** across lease and purchase transactions.
- **Sales Negotiation & Deal Closing:** Assisted buyers during negotiation and offer stages, addressing objections and guiding transactions toward successful contract execution.

EDUCATION

MBA: Sales & Marketing

International Management Institute - New Delhi, India

- Recipient of Excellence Award (Micro Economics), MBA

LANGUAGES

English

■■■■■

Native or Bilingual

Hindi

■■■■■

Native or Bilingual

Punjabi

■■■■■

Native or Bilingual

CERTIFICATIONS

- **Dale Carnegie Sales Certification, Dale Carnegie**