

ROLL NUMBER: P25700570



Mr. Patil Jay Sunil
Male

DOB

20-Jun-2000

TECHNICAL SKILLS

- AutoCAD
- MS Office
- MS Project

PERMANENT ADDRESS

Uttam Bhai Chal Taloda Road,
Nandurbar
City: Nandurbar
State: Maharashtra
Pincode: 425412

LANGUAGE

- English
- Hindi
- Marathi

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-ACM	NICMAR University, Pune	6.67	2027
B.E. <i>Civil Engineering</i>	NORTH MAHARASHTRA UNIVERSITY JALGAON	68.77	2024-Jul
Diploma	MET BHUJBAL KNOWLEDGE CITY, NASHIK	77.37	2021-Aug
Intermediate <i>Science (PCMB)</i>	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER SECONDARY EDUCATION, PUNE	62.62	2018-Feb
High School	MAHARASHTRA STATE BOARD OF SECONDARY AND HIGHER EDUCATION, PUNE	77.6	2016-Jun

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 8 Weeks)

BLUBRICK REALTY

05-May-2026 - 05-Jul-2026

8 Weeks

PROFILE: Sales Intern

Conducted market research and analyzed customer expectations and buying behavior in the Pune real estate market.

Assisted the sales team in lead generation, client follow-ups, and maintaining customer relationships.

Participated in property presentations, site visits, and client meetings to support the sales process.

Helped identify customer requirements and recommended suitable residential and commercial properties.

1. **Managed and maintained a CRM database of 5,311 leads** for two flagship residential projects, achieving a 91.8% outbound dial rate (4,877 calls actioned).
2. **Segmented and tracked leads through a structured Hot/Warm/Cold pipeline**, converting 2,773 connected calls into a 178-lead active pipeline (52.2% connect rate).
3. Coordinated CRM follow-up schedules on pricing and **EOI deadlines**, driving 63 high-intent clients into a weekend site-visit roster.
4. **Converted pipeline leads into 12 confirmed site visits** through consistent follow-through and cross-team handoff with on-site sales teams.
5. Compiled pre-visit briefs for on-site teams covering client budget, carpet-area needs, and project preference to streamline handover.
6. Authored a market-research report — "Consumer Expectation & Perception Towards Buying Property in Real Estate" — for Mahindra Lifespace Developers Ltd.