



## AARTI SUNIL POL

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### Objective

To make use of my interpersonal skills to achieve goals of a company that focuses on customer satisfaction and customer experience..

### Experience

- Home Credit India Finance** 25/06/2018 - 01/02/2019  
Telesales Specialist
  - Working in a personal loan department as a Telesales specialist
  - Complete loan contracts & teach clients on policies & regulations
  - Sell loan products & meet loan production targets
- Today Global Developers** 23/8/2019 - 31/8/2020  
Sourcing - Telesales Executive
  - Worked in a Sourcing team as a Telesales Executive for some months
  - Handled the team of 15 telecallers in a Sourcing
  - Communicated clearly with clients to identify their needs and budget
  - Schedule property showing
  - Worked in pre-sales team also, negotiated price & contracts on behalf of clients
- Aditya Creations and Developers** 10/10/2020 - 03/10/2021  
Sales Officer
  - Develop positive & trusting relationships with customers by addressing individual needs
  - Generating Leads through digital marketing and standies,meeting prospects face to face to understand their needs
  - Schedule property showing & guided clients through each home's features & value
  - Negotiated & managed sales contracts & answered all client questions
- Raunak Group** 01/12/2021 - -  
Sales- Sourcing Executive
  - Plan & manage company's overall Sourcing strategy
  - Build relationships with channel partners, brokers & vendors
  - Hands on experience with Sourcing software
  - Negotiated & managed sales contracts on behalf of clients

### Education

- Vasantdada patil Vidyalaya Rahimatpur, Satara** 2013  
SSC  
91.80%
- B.N.Bandodkar College Of Science,Thane** 2015  
HSC  
62.77%
- Vishwaniketan College Of Architecture** 2016  
Bachelor Of Architecture
- Milestone Institute Of Technology, Thane** 2018  
Architectural Autocad
- Milestone Institute Of Technology, Thane** 2019  
Revit Architectural

## Skills

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- Communication Skills
- Team Building
- Problem Solving
- Willingness to learn

## Languages

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- English
- Marathi
- Hindi

## Personal Details

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- Date of Birth : 01/03/1997
- Marital Status : Unmarried
- Nationality : Indian
- Hobbies : Travelling, Crafting, Listening to music, Designing, Reading, Sketching, Painting

## Declaration

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- I hereby declare that the above information is true to best of my knowledge.
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