

NISHITH AGARWAL

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PROFILE SUMMARY

A versatile real estate professional with significant experience in Commercial Real Estate & Business Development with over 20 years of experience in Profit Centre Sales & Operations, Sales & Marketing, Business Development, Client Relationship Management, and Team Management.

Sound exposure in managing the entire business operations, implementing business plans and policies for the Organization and ensuring accomplishment of the business goals. Proficient in increasing sales revenues, exceeding targeted goals, developing profitable & productive business relationships and building an extensive client base.

Deft in identifying & developing new streams for revenue growth and maintaining relationships with customers to achieve repeat business. An effective communicator & negotiator with strong analytical and organizational abilities.

CORE COMPETENCIES & SKILL

Building & Leading Team	Strategy	Client Relationship Management
Sales & Business Development	Branding & Visibility	Developer Relationship
Market Information	Training & Development	

WORK EXPERIENCE:

- 1. Ensemble Infrastructure – Associate Director Sales – Oct’23 – Mar’24**
 - Responsible for heading Pan India BD Team.
 - Responsible for Sales Processes, Recruiting, Achieving Annual Revenue Target.
 - Carrying out Performance Development Review program for team.
 - Ensuring consistent Positive EBITDA.
 - Monitor Monthly WIP Report & Outstanding Report and ensure timely collections.
- 2. Brantford India – Sr VP & National Revenue Head – Commercial Leasing & Design Build – Dec’22 – Oct’23**
 - Driving & Leading Sales Team.
 - Responsible for BD Processes, Recruiting, Achieving Annual Revenue Target.
 - Carrying out Performance Development Review program for Team.
 - Mapping Direct & Indirect Demand Opportunities Pan India
- 3. Inspire Co Spaces – Co Founder & CMO – July ‘2018 – Mar’22**
 - Setting up the organization Structure
 - Business Strategizing
 - Recruitment
 - Expansion
 - Sales & Development
 - Media Visibility & Branding

4. AWFIS Space Solutions – VP Business Development, India. Aug' 17 – June'18

- Leading Business Development Team Pan India.
- Responsible for BD Processes, Recruiting, Achieving Annual Revenue Target.
- Carrying out Performance Development Review program for Team.
- Ensuring consistent Positive EBITDA for BD Team Pan India.
- Mapping Opportunities for Demand Led Supply and support Real Estate Team to find best suitable supply corresponding demand Pan India.
- Map Key Accounts Pan India to enter Tier II cities.
- Create a strong Direct Deal Generation Model by leveraging various activities.
- Accounts managed & successfully delivered such as **Sharekhan, TOI, Microsoft, OBS** and many more.

5. Colliers International – Sr. Associate Director Office Services – Nov' 14 – July' 17

- Responsible for heading Mumbai Office Services Team & Data Base Team.
- Leading a team of over 15 people in Mumbai
- Responsible for Sales Processes, Recruiting, Achieving Annual Revenue Target.
- Carrying out Performance Development Review program for Mumbai team.
- Ensuring consistent Positive EBITDA for Mumbai Office Services.
- Monitor Monthly WIP Report & Outstanding Report and ensure timely collections.
- Accounts Managed & successfully Delivered such as **Quintiles, Burns & McDonnell, Novartis, SYX Systems, OBS, BT** and many more

6. The Executive Centre City Head, Mumbai – Dec' 13 – Oct' 14.

Job Responsibilities:

- Responsible for heading Mumbai Sales & Operations.
- Leading a team of Sales, Operations, Finance & IT
- Responsible for Sales Processes, Recruiting, Training, Achieving Sales Target and overall Operations for 2 centers in Mumbai.
- Ensuring consistent Occupancy levels in Mumbai Centre's.
- Prepare & Submit Monthly SIR Report & Sales Report.

7. Space Dynamics Realty Consulting – Director - Nov 08 – Nov' 13

- Jointly responsible for the Management of India Operations.
- Responsible for Business Development & seamless relationship with the MNC's and developers Pan India.
- Responsible for Pan India - Client Servicing, Brokerage, Negotiations, Team Development, P&L of Business, Training, etc.
- Accounts successfully managed & Delivered – **Quick Start Global, Perkin Elmer, Axis Bank, Levis, Nike, McDonalds, SCOR** and many more.

8. Cushman & Wakefield – Manager TSS – April' 04– October' 08.

- Managing a team of Account Managers & Senior Account Managers in Mumbai to meet Revenue Targets.
- Successfully worked with management in exploring Gujarat market.
- Proper implementation of the Sales Process for closure of transaction
- Accounts Managed & Successfully delivered such as **Nokia, NSN, IBM, ICICI Lombard, Tata Aig, Logica CMG, Diebold, Airtel, Sodexo** & many more

PREVIOUS WORK EXPERIENCE

1. **Om Kotak Mahindra Life Insurance – July' 02 till Mar' 04 as “Sales Manager”**
2. **Golden Swan City Club – Sept' 01 till June' 02 as “Business Development Manager”**
3. **Royal Palms - Oct' 99 till Aug' 01 as “Sales Manager”**
4. **Page Point Service (I) Pvt. Ltd. a Motorola J. V. – Sept' 96 till Sept' 99 as “Territory Manager”**
5. **Sterling Holiday Resorts International Ltd. – June' 93 till Aug' 96 as “Senior Executive - Sales”**

ACADEMIC SYNOPSIS:

- B. Com. from Cosmopolitan Education Society College of Arts & Commerce, Bombay University in April, 1993 with 1st Division.
- Diploma in Computer Science from Datapro in April 1992 with 1st Division.
- Diploma in Business Management from NMIMS in June 1996 with 1st Division.
- Diploma in Marketing Management from NMIMS in June 1997 with 1st Division.

ADDITIONAL INTEREST & HOBBIES:

- Avid fan of Cricket
- Social Networking
- Travelling

LANGAUGES KNOWN:

English, Hindi, Marathi, Gujarati & Punjabi

STRENGTHS:

- Positive attitude
- Good communication skills
- Determine
- Innovative
- Hardworking