

Hardik Bhasin

Noida, Uttar Pradesh.

+91-9315929244 | hardik.bhasin077@gmail.com | [LinkedIn/hardikbhasin077](https://www.linkedin.com/in/hardikbhasin077)

Professional Summary

Results-driven Real Estate Sales Consultant specializing in premium and investment-led property sales. Experienced in advising investors on high-value opportunities, conducting site visits, and closing complex transactions. Strong background in client relationship management, negotiations, and after-sales coordination. Known for handling serious buyers, maintaining CRM discipline, and delivering measurable revenue impact.

Professional Experience

Sales Executive — Brick & Wall Infra, Noida

June 2024 – Dec 2025

- Managed active sales leads and handled the complete sales lifecycle from first interaction to deal closure.
- Generated sales revenue exceeding **7×** compensation through confirmed premium property closures.
- Closed high-value real estate deals averaging ₹1.5 Cr, with the highest single closure of ₹7 Cr in the premium segment.
- Successfully closed and managed transactions with reputed NCR developers including **Sobha Group, Bhutani Group, CRC, ACE, and Gaur Group.**
- Handled property sales across **NCR** and key markets such as **Rishikesh, Dehradun, Gurugram, Vrindavan, and Mathura.**
- Managed end-to-end after-sales client engagement, resulting in repeat business and referral-driven sales.
- Conducted client meetings, addressed project-related queries, and built trust with serious buyers and investors.
- Maintained lead status, follow-ups, and pipeline updates using CRM systems.
- Coordinated with internal teams for documentation, booking, and transaction closure.
- Received the **Rising Star Award** for consistent performance, reliability, and sales contribution.

Backend Executive — Reliance Digital Service Centre, Faridabad

Oct 2023 – May 2024

- Handled customer service requests using Reliance Digital service management software and **SAP CRM.**
- Identified customer-reported issues through system checks and coordinated with line technicians for resolution.
- Assigned and scheduled technicians for on-site visits based on issue type and location.
- Tracked service progress, collected technician updates, and ensured timely job completion.
- Took customer feedback post-service and ensured timely case closure as per company process.
- Maintained accurate service records, follow-ups, and documentation to support smooth service operations.

- Worked in a family-owned electrical and HVAC services business, supporting **commercial** and **residential projects**.
- Assisted in electrical and HVAC **installation, servicing, and maintenance** across multiple sites.
- Supported site coordination, material handling, and daily execution of electrical and HVAC work.
- Prepared and reviewed basic **AutoCAD wiring layouts** under senior supervision.
- Coordinated with technicians and vendors to ensure timely completion of site activities.
- Followed electrical safety norms, quality standards, and on-site protocols during installations and repairs.
- Gained hands-on exposure to electrical systems, **HVAC equipment, troubleshooting, and preventive maintenance**.

Core Skills

- Real Estate Sales · Lead Conversion · Site Visit Handling
- Sales Pitching / Objection Handling
- Client Relationship Management · Negotiation · Closing Techniques
- CRM Tools (SAP) · Follow-up Management · Documentation Coordination
- MS Excel & Reporting · Communication & Presentation
- Technical Literacy: Electrical Systems, HVAC, AutoCAD, Etc.

Education

- **Diploma in Electrical Engineering** — *Amity University* (2018-2021)
- **High School** — *Ryan International School* (2018)

Projects & Technical Involvement

- Developed house wiring diagrams (**AutoCAD**).
- **MATLAB** Simulink project on Automatic Climate Control.
- Solar tracking project (**Arduino UNO**) demonstrating interest in energy solutions.