

# Yogesh Macwan

**Manager - International Project Marketing - Knight Frank India Pvt. Ltd**

Mumbai, Maharashtra

ymacwan3\_jhq@indeedemail.com - +919833650126

Seeking a challenging and growth-oriented position in a professionally managed organization, where I can utilize my skills and experience, while being beneficial to the organization.

## WORK EXPERIENCE

### **Manager - International Project Marketing**

Knight Frank India Pvt. Ltd -

2012-11 - Present

UK based international real estate consulting company offering services to 6 cities in India and 43 countries in the world. Knight Frank caters to residential, commercial and international properties buyers. Leading real estate search engine; data analysis and market research are used by many news channels/ developer's worldwide.

Manager - International Project Marketing

Job Profile:

- Marketing international properties from London, Singapore, Middle East, Africa, Cyprus & Portugal to Indian HNI's.
- To research the potential of the project and its benefit to investors.
- Product authentication through Knight Frank global offices and other search portals.
- Co-operate presentation for companies and entrepreneurs looking to set up residential units in these location for organization use.
- Setting marketing & PR plan for the project.
- Organizing exhibitions and road shows to promote the project.
- Tie ups with other international developers to launch their projects in India.
- Tie ups with other Indian brokers and other channels to source joint venture and business opportunities.
- Meeting with wealth partners and private bankers to promote international investments.
- Periodically arranging knowledge seminars for teams from tax consultants and solicitors understanding government policies.

Forbes - November 2012 edition showcases benefit of international property investment has used research material and data from our records.

### **Manager - Relationships & Property Sales**

Expat Properties Pvt. Ltd -

2007-08 - 2012-10

Leading Real Estate company in India & Middle East. Expat has significant role in developing tier 2 & 3 cities in India. Have major land bank, developed properties & U.S style chalet project in India. Expat caters to clientele in the U.S.A., U.K., Gulf, Canada and Australia seeking to buy properties in India.

Manager - Relationships & Property Sales

### **Assistant Manager**

Expat Properties Pvt. Ltd - Pune, Maharashtra -

2010-02 - 2010-02

Goa. Over looking client communication to cash flows and project marketing and handover.

### **Customer Relationship Associate - Level II**

Zenta Pvt. Ltd - Mumbai, Maharashtra -

2006-09 - 2007-07

Mumbai

One of the leading customer relationship management companies providing banking solutions and support to customers in the U.S.A.

Customer Relationship Associate - Level II

Job Profile

- Was part of the batch on CHASE, and was initially doing Credit card collection.
- Created a roster for Call taking for semi-dedicated CHASE associates to ensure equal rotation between DR and CHASE.
- Created FAQs and cheat sheets for CHASE.
- Created products write ups for DR as well as CHASE.
- Assisted the floor with break management.
- Handled calls for US clients.
- Assisted new recruits in call-taking procedures.
- Adhered to all Service Level Agreements.
- Was the single point of contact for the team in the absence of the team leader

### **I joined this organization as a Business Development Executive**

SMS & Email -

2007 - 2007

Job profile was to establish satellite markets in Oman & Qatar. Over took data mining, cold calling team, ran reference drive, organized SMS & Email campaign to penetrate the market.

November 2008 migrated to Oman as Senior Property Consultant to set up local operation. Single handedly set up four verticals of the company. During this tenure established branding for the company by engaging in direct sales, community sales, and different sales & marketing offers.

### **Customer Support Executive**

Sutherland Global Services Pvt. Ltd - Mumbai, Maharashtra -

2006-05 - 2006-08

Mumbai

Customer Relationship Management Company providing technical support to Norton product users in the U.S.A and Canada.

Customer Support Executive

#### Job Profile

- Developed multiple sub-division floor plans
- Providing product information to the customers.
- Responding to any customer queries related to the product.
- Providing solutions.
- Helping customers to make a payment online and update their product over phone.
- Troubleshooting the queries and resolving it before escalating to the US Customer service Center
- Also have 2 months of Data-Entry experience.

#### ADDITIONAL INFORMATION

##### COMPUTER SKILLS

- Proficient with Auto Cad, Windows XP, Office Packages: MS Word, Excel, PowerPoint, MIS reports & ERP.

##### EXTRA-CURRICULAR ACTIVITIES AND INTERESTS

- Worship leader for the Praise and Worship Ministry at New Life Fellowship Church in Mumbai; is involved in organizing and coordinating the agenda for choir. Plays the lead guitar/keyboard at church services.
- Teaches acoustic guitar and keyboard.
- Has a good communication and presentation skill.