



SUMEET MISHRA

IT Engineer with 18 years in Real Estate & IT Industry.



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- Expertise in Sales life cycle of Industrial, Residential & Commercial Real Estate.
- Experience in Sales & Solution Designing of Enterprise-Class LAN & Wireless LAN.
- Familiar with AutoCAD, Project Management & Computer Network.

Area of Interest	Sales & Marketing, Real Estate, IT Consultancy Services
Core Competency	Consultative Approach, Brand Creation, Business Acumen, Decision Making, Team Management, Interpersonal Communication, Project Management, Problem Solving, Tech Savvy, Common Sense
Strength	Analytical Thinking, Strategic Planning & Effective Presentation
Applications / Tools	Windows 10 / 11, MS Office, Adobe Photoshop, MS Projects, AutoCAD 2024, Troubleshooting of Hardware & Software.

Work Experience

Kalpana Realty Services Pvt Ltd, Vadodara (Gujarat)

May, 2011 – Till Now

Responsibilities includes real estate consultancy services, site survey, statutory compliance, employees' supervision & overseeing day to day's operation & business procedure.

- ✓ Assistance in logo designing, website layout & content; preparation of company profile, corporate presentation & designs for online & print advertisements.
- ✓ Initiation, in the company, to venture into new alliances with corporate, prominent builders & local brokers to widen our scope of business.
- ✓ Doing HR duties, from employee recruitment, providing them training, creating KRA, monitoring their day-to-day activities, report collections, performance measurement & SWOT analysis.
- ✓ Understanding of business functions such as HR, accounts, sales & marketing.
- ✓ Exposure to various facets of real estate project including project designing, prelaunch & project launch, sales & marketing strategy, client handling, documentation, construction stages etc.
- ✓ Meeting SMEs & large manufacturing organization for understanding of their requirement, Industrial land, factory, warehouse visits & to provide them feeling of how we, as an Industrial Real Estate Consultant, can help them in setting up their business in & around Vadodara.
- ✓ Experience in plot site survey, change in land use process, building layout approval in accordance with local Town Planning department & getting statutory compliance related to specific Industry i.e. fire department, pollution board, electricity department, factory inspector approvals.

Siemens Ltd, Hyderabad (Telangana)

Dec. 2006 – April 2011

Core accountability was to provide sales & pre-sales support for business development and assistance in post-sales execution of data projects – from client handling, solution designing to profitable/cost-effective implementation.

- ✓ Meeting prospect clients for discussions to understand their requirement; afterwards putting our efforts in convincing them on our (proposed) solution – green-field project or revamping of existing network.
- ✓ Product positioning strategies, against competitors, to position Siemens HiPath wireless LAN portfolio for voice/data ready (site survey> demo> design> implementation).
- ✓ Involved with the service team in implementing projects, associated to LAN/CAN, Wireless LAN, by following the basic principal – project execution on Time, in Budget & as per the Specification.
- ✓ Existing Network Survey> New Network Design> Product Demonstration> Coordination with Vendors during Execution> Project Documentation> Product Training.
- ✓ Conducted Several Trainings & Workshops for Customers, Partners & Internal Employees.

HCL Infosystems Ltd, Bhopal (M.P.)

June 2005 – May 2006

Meeting prospective customers & pitching our products & services: PCs, Servers, Network set-up, Software & others.

- ✓ Served as solo sales engineer, to maintain & develop accounts, for 4 districts in the region.
- ✓ Won a five-star hotel account in UNESCO world heritage site Khajuraho (MP), for LAN along with PCs & networking products – the first one in that region.

Additional Information

Graduation & Schooling	Bachelor of Engineering in Information Technology from Govt Engineering College, Jabalpur (MP) with 69.31%. Secondary & Higher Secondary from CBSE Board.
Certifications	Siemens Open Communication Professional, AutoCAD Certified, EC-Council Network Security Administrator
Hobbies	Toddler Parenting, Healthy lifestyle, Spirituality, Indian History, Socio-Environmental Issues, PC Games, Singing, Sports – Chess, Cricket, Table Tennis, Badminton...
Languages Known	English, Hindi, Maithili, Gujarati
Basic Details	Indian Male Separated with Kid
Permanent Address	House No. B-16, Sun Exotica, Opp Reliance Petrol Pump, Refinery Road, Gorwa, Vadodara – 390016 (Gujarat), India

Entrepreneurial Experience

Business model Preparation > Realistic marketing strategy > First business order > Hiring smart team > Deploying SOPs > Defining roles & responsibilities > Consistent sales number > Market adaptability

Assisted Mr Pavan Mishra, in establishing 'Real Estate Consultancy Firm' in Vadodara (Gujarat).

Kalpana Realty Services Pvt Ltd is one of the Leading Real Estate Consultancy Firm in Vadodara. We Provide Specialized Services in both Real Estate Consultancy and Transaction – for Corporates, Industries, Investors, Real Estate Developer & End User. We also assist Small Business Owner, Corporate, and Large Manufacturing Unit in setting up their establishment in & around Vadodara.

Project Management Experience

- ✓ *Project understanding – sales handover> project report> site visit.*
- ✓ *Project planning – budget & timeline> vendor selection> project schedule.*
- ✓ *Project execution – actual work> monitoring> issues & rectification> configuration & testing.*
- ✓ *Project handover – documentation> training> handover to customer & internal service team.*

Rockman Industries Ltd, Vadodara (Gujarat)

A leading manufacturers of aluminum die casting – sister company of HeroMoto Corp. They wanted to set up new Manufacturing Plant in Vadodara, Gujarat & contacted us in January 2017. We assisted them in:

- ✓ *Land Parcel Search, Site Visit, Price Negotiation, Due Diligence Process – Land record verification & search report*
- ✓ *Execution of Sale Deed under Bonafide Industrial Purpose, 63-AA & Mutation of Land Parcel*
- ✓ *Change in Land use Process (NA Industrial) & Layout Plan Approval from District Town Planning*
- ✓ *Statutory Compliance from Pollution board, Fire department, Factory inspection etc.*

Kalp Nishang & Kalp Pavitra, Vadodara (Gujarat)

Residential Projects located in Vadodara – Kalp Nishang launched in Dec. 2011 while Kalp Pavitra launched in June 2013. As a Sales Consultant, we were involved in:

- ✓ *Area survey, Demand & Supply analysis, Project planning*
- ✓ *Project lifecycle & Sales forecast*
- ✓ *Sales team training, Promotional activities*
- ✓ *Coordination with Home buyers and Developer*

VNR VJIET, Hyderabad (Telangana)

Revamping of existing Un-Managed Network to a Managed, Centralized Control, Campus Area Network

1400+ Nodes, 50+ Ethernet Switches, 2KM of Fiber & Wireless Bridges for connectivity between two sites (distance 2 KMs), 98 Wireless APs (Indoor & Outdoor), NMS & Wireless Controller for Central Monitoring & Management.

Hyderabad Cricket Association, Hyderabad (Telangana)

By working 24/7 for 9 straight days we designed, installed & configured IP Surveillance System for International Cricket Test Match between India & New Zealand (12th – 16th Nov. 2010).

Approx. 5 Kms of Fiber & 20 boxes of CAT 6 cable for connecting 32 Indoor & 18 Outdoor IP Cameras to monitor each & every spot of the Cricket Stadium, by the Hyderabad Police dept.

Some other Major Project includes Greenfield Industrial Setup for INOX India Ltd Vadodara, Campus Area Network deployment for English & Foreign Language University Hyderabad.