



VISHAL VIJAY AGARWAL

E-Mail: vishalagarwal1111@gmail.com

Contact: +91-8796566026

CAREER OBJECTIVE: 6 Month of Relevant Experience in Sales and Marketing along with 3+ years of Experience in technical Valuation. Result Driven Candidate, where I can contribute towards organisation growth through my creative and analytical skills and also grow along, through constant learning and hard work. I want to add it up to my experience

Positions Held:		
Organisation	Responsibility	Duration
BYJU'S- Think & Learn Pvt. Ltd.	Sales and Marketing of Education Products	7 Months
AU Small Finance Bank	Technical Valuation of Residential/Commercial Property	5 Months
Muthoot Homefin (India) Ltd.	Technical Valuation of Residential Property	24 Months
Genesys International Corporation Ltd	Survey of Structures at Various Locations	10 Months

ACADEMIC CREDENTIALS:			
Qualification	Institution/University	Percentage/CGPA	Year
BE	Pune University, Maharashtra	63	2016
HSC	Maharashtra State Board, Maharashtra	65	2012
SSC	Central Board of Secondary Education, Maharashtra	63	2010

WORK EXPERIENCE: BYJU'S- Think & Learn Pvt. Ltd.	21/07/20 – 11/02/21
Designation: Business Development Associate	
<ul style="list-style-type: none">➤ Responsible for selling educational courses to parents with kids in classes 1st to 12th.➤ Reached out to parents mostly through calls, meeting and educate them about the Products.➤ Conducting 8 to 10 meeting over the zoom weekly and generating revenue.➤ On spot sales of educational technology products for K-12 segment in B2C domain.➤ Taking follow-ups and closing prospects.➤ Punching, Tracking and Managing orders using Order hive.➤ Achieving daily, weekly and monthly calling and conduction targets.	

WORK EXPERIENCE: AU Small Finance Bank.

20/02/20 – 20/07/20

Designation: Technical Officer Mortgage

- Experience in mortgage valuation, Project appraisal and Builder project approval (APF). Property appraisal, Valuation and Analysis & Technical Audit. An excellent eye for details, good understanding and sense of property appraisal and building by laws which are the key points and base for the property appraisal.
- Check for the construction quality, whether as per the approved plan and as per the permission given by the concerned authority.
- Check for the available amenities / facilities within the vicinity. Find out the prevailing market rate and then ascertaining the value of the property.
- Check/track the changes taking place in the Real Estate Market/ Upcoming Projects.
- Work closely with Sales and Marketing teams to build and manage thoughtful, high performing materials for the sales teams.
- Provide assistance on business development opportunities with new and/or existing vendors.
- Develop creative 'win-win' vendors to convert prospects into empanelled partners.

WORK EXPERIENCE: Muthoot Homefin (India) Ltd.

08/02/18 – 17/02/20

Designation: Technical Officer Mortgage

- Verification of technical documents and existence of property as per legal documents, Plan and CC.
- Supervision of construction as per drawing and estimate.
- Assessing the valuation of the property.
- Preparation of the Technical Report of the property which also includes Google Route Map, Photos of the Property.
- Approving the projects for the advance processing facility for funding.
- Preparation of construction funding report for the projects.
- Tracking the Stage of Construction progress of the approved projects and updation of work progress.
- Consideration of Stability of the Structure prior funding.
- On an average, I had to conduct about 100 property visits & appraisals per month for individual customers. In my stint of 24 months, I had conducted more than 1500 property appraisals & 100+ project appraisals.
- Lead and work with colleagues on business development-related projects
Work closely with Sales and Marketing team

WORK EXPERIENCE: Genesys International Corporation Ltd

03/04/17 – 31/01/18

Designation: Executive Surveyor

- Executive Surveyor in the field of Topographical Survey, Road and bridge survey, Structural survey, civil construction survey in various project such as Defense communication (NFS), Road and Bridge, Railways, Highrise buildings, City development Equipements Used LIDAR, DGPSTRIMBLE, RTK, Tagging Project(In House), Auto Levelling, ETS(Electronic Total Station).
- Maintain Daily Expense sheet of hotel and vehicle expense of my team.
- Provided with a private vehicle and a driver on my Disposal.
- Managed day-to-day operational duties (manage and track work lead flow, manage and maintain database, report weekly activities and accomplishments, etc.)
- I had travelled and managed the work in 9 States within stipulated time period along with support and co-operation of government officials of the concerned department in specified regions.

Project Title::

Removal Of Fluoride From Aqueous Solution Using Fly Ash Of Neem Leaves And Bark Of Babool As An Adsorbent.

CO-CURRICULAR ACTIVITIES:

- 1st prize in Aptitude Test organized by department.
- Participated in Technified Solutions at “NIRMITEE” National Level Event at MIT Pune.
- Participated in Paper Presentation at National Level Event at SRES College of Engineering.
- Completed B.S.C. Industrial Science From Y.C.M.O.U. University.
- Participated in Happiness, YLTP (Youth Leadership Training Program) course of Art Of Living.
- Volunteer at Art of Living Course by SHRI SHRI RAVI SHANKAR JI.

LINGUISTIC PROFICIENCY:

- English
- Hindi
- Marathi