

Bikram Sanghera

Real Estate

Contact

Address

Fort Worth, TX 76131

Phone

8177391346

E-mail

Bikramsanghera@kw.com

WWW

www.linkedin.com/in/bikramsanghera

Skills

Sales Negotiation



Business Development



Social Media Marketing



Sales Forecasting



Marketing Management



Client Relations



Sales Development



Market Research



Database Management



Marketing Strategy Development



Talented Sales Professional with exceptional marketing skills and sales background. Enthusiastic professional with drive and determination to succeed in new business development. Excellent communicator with proven success in improving operations and solving problems. Highly proficient in building lasting relationships with key decision makers, customers and team members to further company goals. Ready to leverage training and experience to take on new professional challenges.

Work History

2021-01 -
Current

Realtor

Keller Williams Realty

- Developed compelling sales pitches and presentations, effectively communicating value proposition to clients and prospects.
- Successfully facilitated real estate transactions, demonstrating deep understanding of industry and market dynamics.
- Implemented CRM system to track and analyze leads, improving sales funnel efficiency by 15%.
- Utilized market insights to create strategic business plans, contributing to 10% growth in market share.
- Developed client retention strategies, leading to 15% increase in repeat business and referrals.
- Utilized various channels, including cold calling, email outreach, and networking events, to expand client base.

2018-11 -
2020-12

Realtor Associate

Gatsby Group DFW Real Estate

- Implemented innovative marketing strategies to maximize property exposure, resulting in significant increase in leads and inquiries.
- Demonstrated exemplary negotiation skills, resolving intricate contractual matters and securing favorable terms for both buyers and sellers.
- Created data-driven market analyses to guide pricing strategies, resulting in quicker sales and optimal returns for clients.
- Contributed to team's financial success by

Software

Mojo CRM



Salesforce CRM



Docusign



DotLoop



Microsoft Office Suite



Hubspot CRM



Asana



Trello



Hootsuite



Microsoft Teams



Figma



Adobe Creative Suite



HTML/CSS



Figma



Slack



Languages

English



Punjabi



Hindi



German



generating \$445,000 in gross commissions, maintaining consistent track record of exceeding sales targets.

- Contributed significantly to team's impressive \$17.1 million gross sales volume through consistent dedication to understanding market trends and client preferences.

Education

BBA: Business Management

Texas Tech University - Lubbock, TX

Certification: UX Research

Thoughtful Bootcamp - Online

Certification : Real Estate

Champions Real Estate School - Fort Worth, TX

Accomplishments

- Ranked in the top 1% of agents in Dallas/Ft. Worth, TX.
- Generated a remarkable \$445,000 in gross commissions, consistently surpassing team targets and individual performance goals.
- Collaborated with marketing teams to create impactful sales collateral, contributing to a 25% increase in client engagement.
- Streamlined the contract-to-close process, reducing transaction times by 10% and increasing overall team productivity.
- Led communication efforts between clients, real estate agents, and other stakeholders, fostering positive relationships and improving client satisfaction by 15%.