

NACHIKET HEMLANI

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SUMMARY

WEALTH MANAGEMENT

Assistant Vice President of Sales at Nuvama Wealth with extensive experience handling HNI clients. Expert in financial instruments including NCDs, MLDs, structured products, portfolio management services, mutual funds, insurance, and alternative investment funds. Skilled in advising clients on financial planning, goal setting, tax planning, and investment strategies. Dedicated to helping clients achieve optimal asset allocation and portfolio diversification.

REAL ESTATE

Experienced sales leader with a proven track record in managing a team of over 7 sales managers and connecting with 250+ channel partners (CPs) across key Indian cities, including Mumbai, Pune, Bengaluru, Delhi NCR, and Hyderabad. Skilled in building and maintaining relationships with CPs, providing regular updates, and motivating them to achieve higher sales targets. Strong connections with 20+ CPs in the NRI market, covering regions such as the USA, Singapore, UK, and GCC. Adept at managing diverse real estate projects across India in locations like Lonavala, Kumarakom, Gurugram, Coorg, and Alibaug. Specialized in handling HNI and NRI clients within the luxury real estate segment, successfully closing both online and offline deals.

EXPERIENCE

ASST VICE PRESIDENT – SALES

NUVAMA WEALTH

April 2024 - Present

- Client Management

- Handling HNI clients and providing them with 360-degree overall investment solutions.
- Advising and assisting clients in asset allocation and portfolio diversification.
- Processing of financial transactions and order management.

- Knowledge Base

- Well versed with all sorts of financial instruments such as NCD's, MLD's, Structured products, Fixed Income products, REIT's, Portfolio management services and alternative investment fund.
- Successful completion of NISM Mutual fund distributor and Portfolio management services distributor exam.

SALES MANAGER

RHYTHM RESITEL Nov 2020 – April 2024

- Channel partner and engagement training

- Connected with 250+ Channel Partners providing motivation and training to boost sales.
- Regularly distributed marketing materials to Channel Partners for engagement with buyers and investors.

- International Sales and Events

- Successfully orchestrated high-profile real estate events in international markets including the UK, USA, GCC, Singapore, and Hong Kong. Also, orchestrated events in local markets like Bengaluru, Mumbai, Pune, Chennai, Hyderabad, Delhi, etc.
- Strategically targeted and secured sales from Non-Resident Indians (NRIs).

- Leadership and Team Management

- Led the ResiTel Relations department, managing a team of 7 and overseeing 250+ channel partners across India.

- Sales Performance

- Consistently achieved and exceeded monthly and quarterly sales targets.
- Contributed to over INR 300 crores in new sales for the company.

- Strategic Growth Initiatives

- Orchestrated a 400% sales growth in exotic locations such as Lonavala, Kumarakom backwaters, Gurgaon, Alibaug, and Coorg.
- Developed and implemented innovative sales and marketing strategies in the luxury real estate segment.

- Private Equity Fund Management

- Actively managed a private equity fund for Rhythm ResiTel, overseeing funds worth INR 300 crores

SELF EMPLOYED

Between Breads - Aug 2018 - March 2020

- *Handling overall business operations from purchasing, storage, preparation, sales etc.*
 - Organizing food and sports fest to boost sales and drive growth.
- *Handling sales, accounting, budgeting and marketing operations.*
 - Leading a team of 12 talented individuals in day-to-day business operations.
- *Raising capital from investors/partners for expansion of business.*

Sr. Sales Executive (Pan India)
Lemon Tree Hotels - Jun 2015 - May 2018

- *Analysing Client requirements and providing them with comfortable travel solutions.*
- Meeting and negotiating with Large and Mid-cap company officials to develop business relations in order to generate revenue for the company.
- *Monitoring travel trends round the year and helping in formulation of business strategy and service development.*
 - To maintain and update client and business data.
- Assisting in budgeting, forecasting, and measurement of all co-marketing programs.

EDUCATION

Bachelors in Hospitality Management.
University of Pune Jul 2011 - May 2015

CORE COMPETENCIES

Negotiation

Client Relations

Communication

Business Development

Team Management

Leadership

Strategic Thinking

Market Analysis

NRI and HNI Sales

