

Dwijesh Akshar Ramnath (PPRE Designated)

Durban, KwaZulu-Natal, South Africa



dwijeshramnath@gmail.com



27817129373



[linkedin.com/in/dwijesh-akshar-ramnath-ppre-designated-53274986](https://www.linkedin.com/in/dwijesh-akshar-ramnath-ppre-designated-53274986)

Summary

My skills are vast across various qualifications but my focus is to be holistic in my approach to any industry to fully understand the entire set of operations and procedures.

Experience:

10 years of experience in property across sales, development, analytics, marketing, and management.

Skills and System Proficiency/Understanding:

- Microsoft Power
- Microsoft Office
- Microsoft Excel
- Customer Relationship Management (CRM)
- Direct Sales
- Analytical Skills
- SQL
- Negotiation
- ZOHO and Bitrix Systems
- Slack, Teams and Zoom

Experience



Director and Principal

Unlimited Town Houses (UTH)

Jan 2022 - Present (1 year 4 months)

Acting Principal of UTH assisting with the management of portfolios as well as the business analysis of the company to track issues and highlight key points to improve operations and processes.

Futhermore driving the marketing of the company as well as closing new business where applicable.



Account Manager

Unlimited Town Houses (UTH)

Nov 2020 - Present (2 years 6 months)

Account managing overlooking sectional title properties, providing sectional title advice, maintenance and legal matters regarding to sectional title law. Managing over 40 schemes within the KZN region



Panelist of Executive Managing Agents

Community Schemes Ombud Services

Oct 2021 - Present (1 year 7 months)

Executive Managing Agent on the Panel with CSOS, a government entity.

Responsible for upholding the CSOS values as well as conducting ethical business transactions within the property industry



Team Lead and Research Specialist

Arealytics

Jul 2019 - Oct 2020 (1 year 4 months)

Team lead (South African Branch) in research analysing at Empirical CRE an Australian Company.

Responsible for obtaining, sourcing and mining commercial real estate data onto our platform and developing the business network to potential users and customers.

Operations currently run in USA, Phillipines, Australia and South Africa.



Property Portfolio Manager

Ballito Estates

Nov 2018 - Jul 2019 (9 months)

Property Portfolio Manager with experience in Sectional Title Law and Management. Managing 25+ Body Corporate's along the Dolphin Coast Area.

Experience:

- Budget creations
- Body Corporate Financials
- Sectional Title Insurance Cover
- Sectional Title Law



TEFL Teacher (Contract)

TutorABC Chinese

Sep 2018 - Feb 2019 (6 months)

- Tefl Teacher responsible for students' academic performance throughout their English-speaking training and learning
- Taught kids between the ages of 8 - 18 years old
- Taught adults business English from ages 18+
- Conducted my teaching classes in a professional manner



Senior Sales Executive and Site Co-ordinator

Devprop Global

Jun 2016 - Oct 2018 (2 years 5 months)

Senior Sales Executive with expertise in sales closing techniques, appointment setting, contractual agreements between seller and purchaser, conveyancing procedures and process, sectional title law. Further experience in ZOHO CRM database management systems.



Real Estate Agent

Rawson Property Group

Aug 2015 - May 2016 (10 months)

Experienced sales agent with knowledge of the local property market, lead generation techniques, contractual agreements and closing techniques.



Brokerage and Marketing

Monsha Logistics

Jan 2015 - Jul 2015 (7 months)

Brokerage rates, trucking management and marketing.



Property Portfolio Manager

IZACORP PTY LTD

Jan 2013 - Dec 2014 (2 years)

Portfolio Manager managing 5 complex's, responsible for rental administration, maintenance management and financial well being of the complex's

Education



IMM Graduate School

Bachelor of Commerce - BCom, Marketing and Management Science with an elective in Project Management

2019 - 2022

Modules Year 1

Academic Skills Development

Business Management 1

Business Statistics

Economic Principles

Financial Management 1

Marketing 1

Elective: Project Management 1

Modules Year 2

Business Management 2

Financial Management 2

Marketing 2

Research Theory

Sales and Key Account Management

Elective (continue stream): Project Management 2

Modules Year 3

Business Management 3

Business Project

Digital Marketing Applications

Marketing 3

Marketing Research: Project

Elective (continue stream): Project Management 3



Coursera

Professional Certificate, Information Technology

I.T Support

Log Tracking

System Architecture

IT Security

Operating Systems

Super User Understanding



Itakane

National Certificate , Real Estate

2020 - 2021

Nqf5 Real Estate, the principal license qualification.



Google Digital Garage

Certificate, Digital Marketing



Prop Academy

Fetc, Real Estate

2019 - 2019

Nqf4 Real Estate Certification



University of Cape Town

Certificate, Sectional Title Schemes Management

2019 - 2019

Studied 9 Modules based on sectional title management, schemes and home owners association.



Teach Tefl

Tefl Certified, English

2018 - 2018

Qualified to Teach:

- Conversational English as a Foreign Language.

- Business English



Ashton International College

Cambridge International Advanced level Certificate, Cambridge AS/A Levels

2008 - 2012

Licenses & Certifications



EAAB Intern Fidelity Fund Certificate



EAAB Full Status Fidelity Fund Certificate



EAAB Principal Status Fidelity Fund Certificate



Professional Designation Level 4

PPRE - Professional Practitioner Real Estate



Google IT: Support Specialization - Coursera

7W2GQ8JLXYCA



Google IT: Technical Support Fundamentals - Coursera

V7SKQZQAXFZ5



Google IT: The Bits and Bytes of Computer Networking - Coursera

LVCLAX77WRTK



Google IT: Systems Admin and Infrastructure Services - Coursera

99JSRXCRJK8Y



Google IT: Operating Systems and Power user - Coursera

F2XJPUEKQ6ZL



Google IT: IT security - Coursera

XVZAGASL5SQ7



Google Digital Marketing Certificate - Google Digital Garage

Skills

Microsoft PowerPoint • Microsoft Office • Microsoft Excel • Customer Relationship Management (CRM) • Direct Sales • Analytical Skills • Communication • SQL • Motivational Speaking • Management

Honors & Awards



Newspaper article as a young entrepreneur - Benoni City Times

Aug 2013



South African Common Wealth Chess Championship - South Africa Chess Association

Jul 2011

South African National Chess Team Member representing South Africa at the 2011 Common Wealth games in Johannesburg South Africa.



East Gauteng Provincial Chess Player - South African Chess Association

Nov 2010

U20 A team East Gauteng Chess Player