Dwijesh Akshar Ramnath (PPRE Designated)

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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



National Cerificate, Real Estate 2020 - 2021

Nqf5 Real Estate, the principal license qualification.



Google Digital Garage

Certificate, Digital Marketing



Prop Academy

Fetc, Real Estate 2019 - 2019 Ngf4 Real Estate Certification





Tefl Certified, English 2018 - 2018 Qualified to Teach: - Conversational English as a Foreign Language.

- Business English

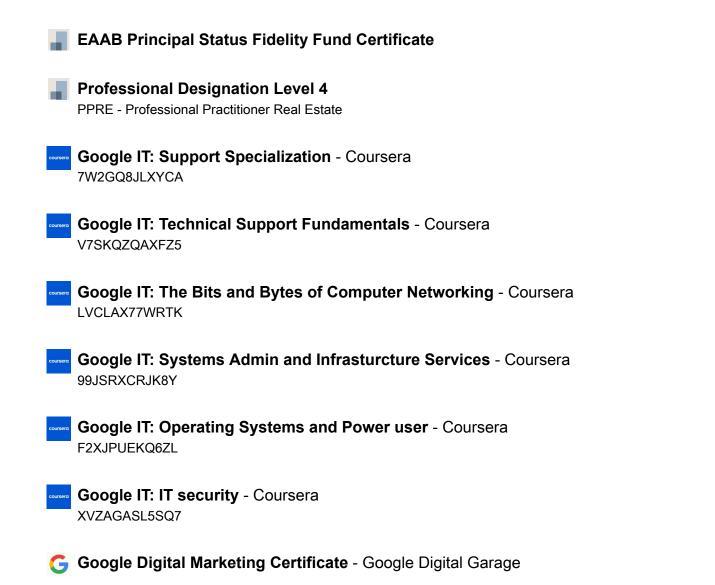
Ashton International College

Cambridge International Advanced level Certificate, Cambridge AS/A Levels 2008 - 2012

Licenses & Certifications

EAAB Intern Fidelity Fund Certificate

EAAB Full Status Fidelity Fund Certificate



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