AYUSH VEDANT

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PROFESSIONAL SUMMARY

Sales Team Leader and Senior Property Consultant with 3.5+ years of experience in the international student accommodation industry, specializing in the UK, Europe, and Ireland markets. Proven ability in team leadership, global property partnerships, and high-volume booking management. Successfully assisted 900+ students in securing accommodations. Skilled in B2B/B2C business development, sales processes, and end-to-end client lifecycle management.

CORE COMPETENCIES

• Sales Strategy & Execution
• Team Leadership & Performance Management
• B2B / B2C Business Development
• Global Property Consulting
• Client Relationship Management
• Process Optimization & Operations
• CRM & Pipeline Management
• Negotiation & Deal Closure
• International Property Manager Coordination
• Market Research & Expansion

PROFESSIONAL EXPERIENCE

Sales Team Leader | UniAcco (Jan 2024 – Present)
• Lead a high-performing sales team and consistently exceed monthly booking and revenue targets.
• Manage KPIs through weekly reviews and structured performance tracking.
• Maintain strong relationships with property managers across the UK, Europe, and Ireland.
• Conducted quality audits to ensure the process was correctly adhered to.
• Ensured team members maintained a clean, updated sales pipeline to maximise conversions.
• Held regular team meetings to provide feedback, address challenges, align on goals, and motivate the team.
• Drove process improvement, training, and workflow optimization initiatives.
• Collaborated cross-functionally to enhance inventory visibility and operational efficiency.

Global Property Consultant | UniAcco (May 2022 – Dec 2023)
• Assisted 900+ students with global accommodation placements.
• Closed 367 successful bookings; ranked 3rd on the sales floor.
• Built strong partner relationships and improved negotiation and booking terms.
• Contributed to global expansion and onboarding of international property listings.
• Drove referral-based growth and long-term client retention.

ACHIEVEMENTS

• Ranked 3rd on the sales floor with 367 annual bookings.
• Achieved 100+ bookings within first quarter at UniAcco.
• Awarded Quality Performer of the Quarter.
• Built a strong referral-driven international client network.

EDUCATION

Diploma in Automobile Engineering – Sardar Vallabhbhai Patel Polytechnic, Mumbai (2016–2019)
Class 10 (CBSE) – Santhome Public School (2015–2016)

LANGUAGES

English (Fluent), Hindi (Fluent), Gujarati (Fluent)

ADDITIONAL INFORMATION

Target roles: Sales Team Lead, Business Development (B2B/B2C), Relationship Management