



somnath waghmare

GM and Chief Executive Officer

First Choice Realty (2007-present)

Mariplex Mall (2005-2014)

Khandesh Central Mall (2014-2015)

Diamond Water Parks and Adventure Park (2015-2016)

Mkuki House Mall (2016-2017)

First Choice Group (Mall/RE Investment Advisory) 2017-2020

IMPULSE -Game Zone (2017-2020)

Foodnation (Smart Cloud Kitchen & Food Courts) 2020-2023

Contact:

Pune, MAH, INDIA
+91 9867716525 (Mobile)
ksomsai@gmail.com

www.linkedin.com/in/somnath-waghmare-b137b153

Top Skills

Customer Service

Negotiation

Budgets

Languages

English

Marathi

Hindi

India | Africa | United Arab Emirates

Experience CEO

1. First Choice Realty October 2007 - Present
2. Diamond Water Park and Adventure Park (Jan 2016 - Sept 2016)
3. First Choice Commercial Brokers LLC/First Choice Group (Jul 2017 - Mar 2020)
4. Foodnation - Smart cloud kitchen and food courts (2020-2023)

As the CEO of multiple companies, I am a dynamic and visionary leader with a proven track record of driving growth and success across diverse industries. With a deep understanding of market trends and an unwavering commitment to excellence, I am dedicated to fostering innovation, collaboration, and strategic foresight within each organization under my leadership. I am passionate about empowering teams, driving operational efficiency, and delivering value to customers and stakeholders alike. My leadership is characterized by a relentless pursuit of excellence, a commitment to ethical business practices, and a focus on long-term sustainable growth.

I have handled activities related to the Vision, Values and Strategy; ensure revenue generation and enhance market share.

Responsible for preparing budgets and controlling finance coupled with strategic planning, forecasts and allocations.

Maintaining high service standards & practices and exercising quality control in all areas.

Entrust with the onus monitoring general management of the business, utilizing business and management principles involved in strategic planning, human resource modelling, and leadership technique

Independently conceptualized and implemented sales promotional activities as a part of market development

Define business mission and performance standards across all functional areas and periodically review performance with deft application of concurrent management audit procedures

Conducted competitor analysis to get a fair idea of the latest market trends & the competitor moves ahead to achieve higher market share

Kept a tab on business dynamics and realigned policies/strategies to combat competition and stay firmly afloat in a fiercely competitive market

Responsible for managing the Retailer & Customer Satisfaction Index (Internal & External)

Responsible for managing sales, business development & consumer promotions & relationship management.

Successfully establishing healthy relationship with clients while continuously upgrading service
Responsible for establishing the efficient operations and monitoring & improving the standards of performance and quality in the business

Implementing process for complaint handling and thus reducing the complaint down time, managing daily mall report, cruise, parking, help desk & smile center

Ensuring smooth operations with the help of Soft Services, ERT, Security & engineering team, analyzing the Mall Partner sales & planning activities to promote the non-performing Partners & ensuring CSI & RSI is above 90%

Experience (GM)

1. Mariplex Mall General Manager May 2005 - May 2014 (9 years 1 month)
2. Khandesh Central Mall, General Manager December 2014 - 2015 (years 1 month)
3. Mkuki House Mall General Manager June 2016 - June 2017 (1 year)

As a Seasoned Mall Maestro With 15 years experience navigating the dynamic world of mall management, I bring a wealth of experience to the table. My journey began with a passion for the retail industry, blossoming into a deep understanding of its intricacies and a proven track record of success. Throughout my career, I've worn many hats – from overseeing daily operations to fostering strong tenant relationships and crafting innovative marketing strategies.

Leadership is my cornerstone, and I excel at building cohesive teams that are driven, efficient, and committed to exceeding expectations. I understand the crucial role of a thriving tenant mix in creating a vibrant mall atmosphere, and I possess the keen negotiation skills and market knowledge to attract and retain the best brands.

But my expertise extends beyond brick-and-mortar. I'm adept at leveraging technology to enhance the customer experience, embracing digital marketing trends to connect with audiences effectively, and staying ahead of the evolving retail landscape.

HIGHLIGHTS:

15 years of proven success in mall management

Strong leadership skills and the ability to build high-performing teams

Extensive experience in tenant relations, leasing, and marketing

Deep understanding of retail trends and consumer behavior

Skillful negotiator with a proven track record of securing profitable deals

Tech-savvy and adaptable to the changing retail landscape

I am more than just a manager; I am a visionary leader with a passion for creating thriving retail environments. I am confident that my experience, skills, and dedication will be invaluable assets to any organization.

COMPANY INFORMATION:

FCCB / FCG

is a tech-driven real estate and mall management agency and assist value-seeking investors, landlords, Mall owners and tenants achieve superior results by offering guidance that is based on both integrity and solid market fundamentals. First Choice Commercial Broker is one of the fastest growing real estate brokerage company. We are focused on providing objective, real-time insight to our clients. At the same time, rather than being a generalist, we focus into key regions in the UAE, giving our team even deeper focus and insight. This combination of technology and human intelligence gives our clients an unparalleled ability to make better decisions faster. It's not just a marketing phrase or an empty value. It's an approach that lies at the core of who we are and why we do business. We were founded in 2017. Since then, we've proven time and again that our clients believe us because of our superior insight, but they return to us because we've earned their trust.

First Choice Realty

- is only land Development and construction Company to provide professional, time bound and reliable services to ensure the complete satisfaction of our customers. Since 2009 we are on the fast track with many success stories and hundreds of happy customers to our credit.

In the Eastern region of Pune Metro around wagholi and Hadapsar, First Choice offers developed plots at affordable prices. Located in the vicinity of major township developments, educational institutions, IT parks, and 5 star MIDCs, the location of First Choice projects is earmarked for rapid development and therefore, exciting returns on investment.

Our projects offer a sheer luxury - affordable, accessible, marketable land to build your VERY OWN DREAMHOME. Internal Tar roads, street lights, round the clock security, ample water supply, compound walls, demarcated plots with boundary walls & extensive tree plantations - each project promises and delivers amenities that have not only raised the value of these plots but also built customer trust and brand credibility for us.

It is our incessant and indefatigable efforts to be the unique developers in Land development business and always craft products and services that will exceed the expectation of our customers. All this toiling hard work is only to remain customers "FIRST CHOICE"

This is the way we fulfill our commitment of "Enriching Life!" by providing "A piece of land, where money grows and future flourishes".