



**MEMORANDUM OF UNDERSTANDING**

The Memorandum of Understanding is executed on 03-09-2022

**BETWEEN**

**KR MANGALAM UNIVERSITY**

**AND**

**REALTY SMARTZ PVT. LTD.**

Realty Smartz is a Gurugram-based reliable real estate consultancy firm. Right from the beginning, we envisioned our company as a resource that would assist people in finding their dream homes, taking into consideration both their financial position and their personal goals. We care about our customers and help them get the most out of their purchases. Furthermore, as we operate in various states around the country, you may rest assured that we will help you locate a suitable home.

**AND**

K.R. Mangalam University, Sohna Road, Gurgaon - 122103 (Delhi NCR Region), a private university established in 2013 and empowered to award degrees as specified by UGC under section 22 of the UGC Act, 1956.

**WHEREAS:**

- A. Realty Smartz providing Industry Specific training and Internships to students.
- B. The parties are desirous of entering into an arrangement whereby the importance of industry-based knowledge and practical knowledge in promoting industry collaboration and increase contribution to economic development.
- C. Parties have agreed that the terms and conditions as set out in this MOU shall form the basis of such engagement.

**PURPOSE**

- Realty Smartz, Encourage interns to learn and apply all the possible aspects which they will be facing in their careers with help of this Internship / Live Project
- Desiring to club their efforts by pooling their expertise and resources.

Now, therefore, in consideration of the mutual promises made herein and of good and valuable consideration, the receipt and sufficiency of which both KR Mangalam University and Realty Smartz hereby acknowledge and agree to collaborate in areas of mutual interest set forth in this memorandum of understanding (MOU)

**Registrar**

**K.R. Mangalam University**  
Sohna Road, Gurgaon, Haryana



## ROLES AND RESPONSIBILITIES

<b>Work From Office 60 Days (Sales Intern)</b>	
Working Days	Tuesday - Sunday ( 10 AM- 7 PM)
Training (OJT)	5 Days Training
Lead Support	Yes
Stipend	60 Days- 6000/-
Closure	15,000/-
Trips	3 Closure- International Trip (25,000)
PPO	3 Bookings PPO ( High Compensation)
Telephone Expense	Reimbursement
Completion Certificate ( Min 60 days)	Yes
Qualification ( 1 Booking )	Success Party 24 Visits / 1Booking
Trophy	From Associate Director

<b>Work From Office 90 Days</b>	
Working Days	Tuesday - Sunday ( 10 AM- 7 PM)
Training (OJT)	5 Days Training
Lead Support	Yes
Stipend	90 Days- 10,000/-
Closure	15,000/-
Trips	3 Closure- International Trip (25,000)
PPO	3 Bookings PPO ( High Compensation)
Telephone Expense	Reimbursement
Completion Certificate ( Min 90 days)	Yes
Qualification ( 1 Booking )	Success Party 24 Visits / 1Booking
Trophy	From Associate Director

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**NON WAIVER**

No failure or neglect of either party hereto in any instance to exercise any right, power or privilege hereunder or under law shall constitute a waiver of any other right, power or privilege or of the same right, power or privilege in any other instance. All waivers by either party hereto must be contained in a written instrument signed by the party to be charged and, in the case of the Company, by an executive officer of the Company or other person duly authorized by the Company

**CONFIDENTIALITY**

In order to ensure the safety of the privacy of the parties, both the parties to the memorandum of understanding agree to adhere to the confidentiality expectations as outlined.

**Realty Smartz Pvt. Ltd**

Authorized Official: \_\_\_\_\_



*Rashi Khurana*

Printed Name and Title  
*Rashi*

Address: Unit No. 1129,1130,11th Floor,Tower A  
Spaze Itch Park Sohna Road Gurgaon-122018  
Telephone(s): 09319877710 / +918448438714  
Email Address: [placement@realtysmartz.in](mailto:placement@realtysmartz.in)

**KR Mangalam University, Gurugram**

Authorized Official: \_\_\_\_\_



*Rajesh Kumar*  
Mr. Rajesh Kumar/ Dy. Director CDC

Printed Name and Title

Address: KR Manglam University, Sohna Road, Gurugram, Haryana – 122103  
Telephone(s): +91-11-4888 4888, +91-9999633358  
Email Address: [rajeshkumar.s@krmangalam.edu.in](mailto:rajeshkumar.s@krmangalam.edu.in)

*JMD*

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Sohna Road, Gurugram, Haryana - 122103



# K.R. MANGALAM UNIVERSITY

## THE COMPLETE WORLD OF EDUCATION

School of Management and Commerce (SOMC)

In collaboration with

Realty Smartz (MoU)

Report on

### Workshop-cum-Interactive Session on Career Opportunities in Real Estate Sector

**Coordinators:** Dr. Gera (Dean, SOMC) and Dr. Meenakshi Gujral (Associate Professor, SOMC)

**Date and Time:** Thursday, 8<sup>th</sup> December 2022

**Venue:** Room No. 213, A Block

**Mode of Activity:** Offline

**Target Group:** Management and Commerce students

**Resource Person:** Ms. Rashi Khurana (Asst. HR Manager) and Mr. Inderjeet Bhatnagar (Sales), Realty Smartz Pvt. Ltd.

**Number of Participants:** 35

#### Introduction

School of Management and Commerce (SOMC) organised a workshop-cum-interactive session on Career Opportunities in Real Estate Sector in collaboration with Realty Smartz Pvt. Ltd. on 8<sup>th</sup> December 2022, Thursday at Room No. 213, A Block.

#### Objectives

- To help the students build an understanding about career options in real estate sector.
- To allow them to interact with stakeholders from Realty Smartz Pvt. Ltd. and gain insights about corporate culture in real estate sector.
- To get acquainted with post-covid19 era trends, forecast and new ways of communication supported by technology, with particular focus on Indian real estate sector.

#### Content

The School of Management and Commerce, K.R. Mangalam University, Gurgaon, in collaboration with Realty Smartz Pvt. Ltd. organized a workshop-cum-interactive session on

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Career Opportunities in Real Estate Sector on December 08, 2022. Ms. Rashi Khurana and Mr. Inderjeet Bhatnagar were invited as the resource person for this workshop. They interacted with the Management and Commerce students, both undergraduates and postgraduates, on the emerging career opportunities in real estate sector as a viable career option.

Mr. Inderjeet Bhatnagar, Sales, Realty Smartz initiated the session by giving introduction about the real estate sector. He further discussed about the company's role in real estate, company profile and the best practices followed in Realty Smartz to stay in competitive market. He explained students about the career benefits, especially if students are planning to begin career in the real estate market. In India, the real estate sector is the second largest sector after agriculture in the country and is among one of those industries which will never go off the market when it comes to employment, as the demand for homes and commercial spaces is always there. He also highlighted real estate as promising career.

The session culminated with interaction with Ms. Rashi (Asst. HR Manager). She shared the skills required to be as professional in real estate industry, especially with increasing use of e-commerce platforms and digital technology in selling and buying of real estate by consumers. She also opened the forum for queries by students at the end of the workshop.

Dr. Gera, Dean, SOMC and Dr. Meenakshi Gujral, Associate Professor, SOMC were the coordinators for the event. The event ended with a question-and-answer round followed by vote of thanks

#### Attendees

Management and Commerce students of SOMC, K.R. Mangalam University

#### Outcome

1. The students at the end of the session get acquainted with career options in real estate industry.
2. The students build an understanding of Indian retail sector particularly post-covid19, trends and new ways of communication.
3. The students also gain insights on skills required to take up career in real estate sector.

#### Conclusion

This session helped the students to understand the importance of Indian real estate sector. Such career awareness programs help the students to introspect and decide about their future course of action.

#### Future Scope

The event with Realty Smartz Pvt. Ltd. Support students to undertake mindful decisions while choosing their career paths in future. SOMC will continue with this mutual association with industry in order to keep abreast with latest trends and changes in industry across sectors.

(Dr. Gera, Dean, SOMC)

(Dr. Meenakshi Gujral, SOMC)

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Picture 1: Mr. Inderjeet Bhatnagar, resource person, Realty Smartz addressing the audience



Picture 2: Ms. Rashi, resource person Realty Smartz interacting with audience

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Picture 3: Picture of resource persons along with the faculty coordinators and student volunteers

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## Feedback

School/Club/Society: Some

Event Name: Seminar with Lady Smart

Date: 8th Dec '20

Faculty Coordinators: Dr. Geeta & Dr. Manoj Kumar

S.NO.	Student Name	Roll No.	Programme Name	semester	Signature	Feedback and Remarks (Rate on the scale of 1-5, 1 is least and 5 is Best)
1	Mehar	2202570028	MBA	I	[Signature]	5
2	Ruchel	2202570002	MBA	I	[Signature]	5
3	dalida	2202570018	MBA	I	[Signature]	4
4	Aniket	2202570019	MBA	I	[Signature]	4
5	Vishvajeet	2202570023	MBA	I	[Signature]	5
6	Shivani Arun	2202570007	MBA	I	[Signature]	5
7	Karthik Dhadu	2202570012	MBA	I	[Signature]	5
8	Manish Kumar	2202570013	MBA	I	[Signature]	4
9	NOUSHI RANU P.P.L	2202570042	M.B.A	I	[Signature]	4
10	Swathi Ravi	2202570017	HBA	I	[Signature]	4.5
11	Sway	2202570002	MBA	I	[Signature]	
12	TIKSHA	2202570009	MBA	I	[Signature]	
13	Jashin	2202570014	MBA	I	[Signature]	
14	Tannu Yadav	2202570032	MBA	I	[Signature]	5
15	Naman	2202570042	MBA	I	[Signature]	5
16	Subal	2202570048	MBA	I	[Signature]	5

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S.NO.	Student Name	Roll No.	Programme Name	semester	Signature	Feedback and Remarks (Rate on the scale of 1-5, 1 is least and 5 is Best)
17	Shagun Mittal	2202570099	MBA - 1 <sup>st</sup> Sem	1 <sup>st</sup> Sem	Shagun	5
18	Veeresh	2202570054	MBA	1 <sup>st</sup> Sem	veeresh	5
19	Xani Kataria	2202570037	MBA 1 <sup>st</sup> Sem	Sem-1	19	5
20	Rohit Singh.	2202570008	MBA 1 <sup>st</sup> Sem	Sem-1	Rohit	5
21	Shivam Chavali	2202570041	MBA 1 <sup>st</sup> Sem	Sem-1	Shivam	5
22	Riya Dagar	2202570016	MBA 1 <sup>st</sup> Sem	Sem-1	Riya Dagar	5
23	Divya Aggarwal	2202570034	MBA 1 <sup>st</sup> Sem	Sem-1	Divya	5
24	Pritya	2202570030	MBA 1 <sup>st</sup> Sem	1 <sup>st</sup> Sem	Pritya	5
25	Sahil	2202570033	MBA 1 <sup>st</sup> Sem	1 <sup>st</sup> Sem	Sahil	5
26	Mohit	2202570043	MBA 1 <sup>st</sup> Sem	1 <sup>st</sup> Sem	Mohit	5
27	VINIT	2202520002	BBA-MBA	1 <sup>st</sup>	Vinit	5
28	ADITYA	2202520006	BBA-MBA	1 <sup>st</sup>	Aditya Raj	5
29	LAVANEY	2202520004	//	1 <sup>st</sup>	Lavaneey	5
30	SOMYA	2202520018	//	1 <sup>st</sup>	Somya	5
31	GARVIT	2202520014	//	1 <sup>st</sup>	Garvit	5
32	SNEHA	2202520025	//	1 <sup>st</sup>	Sneha	5
33	TUSHAR	2202520007	//	1 <sup>st</sup>	Tushar	5
34	Hareesh Dixit	2202210044	B.Com (P)	1 <sup>st</sup>	Hary	5
35	Nishik K.H.	2202210019	B.Com (P)	1 <sup>st</sup>	Nishik	4/5

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Sohna Road, Gurugram

Name of Activity: Seminar with Realty Smartz

Date: 08<sup>th</sup> Dec 2022












Venue: A 213.

Organized by: (School/Department) SOHC.

ATTENDANCE RECORD

S. No.	Name of Student	Programme & Semester	Name of College/University	Phone no. and e-mail id	Signature
1	Mehak	MBA 1 <sup>st</sup> Sem	KRMU	7982271118, mehamehka08@gmail.com	
2	Anchal	MBA 1 <sup>st</sup> Sem	KRMU	6377323723 anchalgang636@gmail.com	
3	<del>ANIKET</del> Aniket	MBA 1 <sup>st</sup> Sem	KRMU	9871424437 vianiket145@gmail.com	
4	Harshita Lakita	MBA 1 <sup>st</sup> Sem	KRMU	4287903644 lavitayod21@gmail.com	
5	Vishruijeshwari	MBA 1 <sup>st</sup> Sem	KRMU	Vishruijeshwari@gmail.com	
6	Shiksha Sharma	MBA 1 <sup>st</sup> Sem	KRMU	sshivani457@gmail.com galyan12345@gmail.com	
7	Manshu	MBA 1 <sup>st</sup> Sem	KRMU	8816428515	
8	NOUSHARAJAN ADIL	M.B.A	K.R.M.U	701749458 noushara@gmail.com	

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S. No.	Name of Student	Programme & Semester (I <sup>st</sup> Sem)	Name of College/University	Phone no. and e-mail id	Signature
9	Tushar	BBA + MBA Integrated	KR Mangalam University	9812486986	
10	Somya	"	"	9724678960	
11	Gowrit	"	"	9729648968	
12	Sneha	"	"	9432432449	
13	Aditya	"	"	9812148685	
14	Lavanya	"	"	9812238487	
15	Vinit	"	"	9729649890	
16	Harsh Dixit	B.com (ISI)	K.R. Mangalam U	7037903571	
17	Naveen Jindal	B.Com (P) 18 <sup>th</sup>	KR Mangalam U	8208058016	Naveen
18	Sahil	MBA I <sup>st</sup> Sem	KR Mangalam U	9142900909	Sahil
19	Mohit	MBA I <sup>st</sup> Sem	KR Mangalam U	9990994849	Mohit
20	Pranya	MBA I <sup>st</sup> Sem	KR Mangalam U	7428824440	
21	Kanika Kataria	MBA I <sup>st</sup> Sem	"	7600527265	
22	Rohit Singh	MBA I <sup>st</sup> Sem	"	9471802016	



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K.R. Mangalam University  
Sector B, Gurgaon

S. No.	Name of Student	Programme & Semester	Name of College/University	Phone no. and e-mail id	Signature
23	Megha Bhatia	MBA - 3 <sup>rd</sup>	KRMU	9654405981	
24	Kanika	MBA 3 <sup>rd</sup> Sem	KRMU	9599604820	
25	Priya	MBA 3 <sup>rd</sup>	KRMU	8210024732	
26	Charu	MBA 3 <sup>rd</sup>	KRMU	9718796993	
27	Satabalee Kumbh	MBA 3 <sup>rd</sup> Sem	KRMU	7683893754	
28	Nirish Kumar Hinz	B.com(P) 1 <sup>st</sup>	KRHO	8860672581	
29	Vist-veeef Singh	MBA	KRMU	7891781600	
30	Shivani Sharma	MBA	KRMU	7696289044	
31	Manjot Kaur	MBA	KRMU	8816928916	
32	Swade Rai	MBA	KRMU	7007211535	
33	Suney Yadav	MBA	KRMU	8860080070	
34	TIKSHA	MBA	KRMU	9358692414	
35	NADIN	MBA	KRMU	7303535726	
36	Veeshesh	MBA	KRMU	7892597654	

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K.R. Mangalam University  
Sohna Road, Gurgaon, Haryana

# CERTIFICATE OF COMPLETION



**REALTY SMARTZ**  
Committed to Deliver Excellence

## **CERTIFICATE OF INTERNSHIP**

THIS CERTIFICATE IS PROUDLY PRESENTED TO

**RISHI YADAV**

HAS UNDERGONE PRACTICAL TRAINING FROM  
05/07/2022 to 05/09/2022

*Chhavi Mittal*

**CHHAVI MITTAL**  
(Associate Director)

**Registrar**

**K.R. Mangalam University**  
Sohna Road, Gurugram, (Haryana)