



SAARTHI - सारथी

करियर मार्गदर्शन पोर्टल · Career Guidance Portal

"सही मार्गदर्शन, उज्ज्वल भविष्य।"

करियर शीट · CAREER SHEET

रियल एस्टेट सलाहकार

Real estate consultants give research-based advice on buying, selling and investing in property. It is a step beyond an agent, focused on analysis and strategy.



Scan for everything on this career

Salary, exams, colleges, the routes in and the steps after — all on the portal.

career.gsssjethantri.in/#/career/gen-6739

राजकीय उच्च माध्यमिक विद्यालय, जेठन्तरी

Govt. Sr. Sec. School, Jethantri · ब्लॉक समदड़ी · बालोतरा (Block Samdari · Balotra)

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सुशील कुमार शर्मा

प्रधानाचार्य, रा.उ.मा.वि. जेठन्तरी · मास्टर ट्रेनर
Principal, GSSS Jethantri · Master Trainer



श्री चेनाराम चौधरी

प्रधानाचार्य, डाइट बाड़मेर
Principal, DIET Barmer



श्रीमती संघमित्रा

वरिष्ठ व्याख्याता, डाइट बाड़मेर (सहयोग)
Sr. Lecturer, DIET Barmer (Support)



भरत चौधरी

अभिकल्पना व विकास · व्याख्याता (इतिहास)
Designed & developed · Lecturer (History)

विशेष धन्यवाद · SPECIAL THANKS



सुरेन्द्र सिंह राठौड़

व्याख्याता (इतिहास) · रा.उ.मा.वि. कानाना



सुरेश कुमार सैन

व्याख्याता (भूगोल) · रा.उ.मा.वि. रामसीन मूंगड़ा



वनिता कुमारी

व्याख्याता (इतिहास) · रा.उ.मा.वि. रामसीन मूंगड़ा



कमलेश चौधरी

व्याख्याता (राजनीति विज्ञान) · रा.उ.मा.वि. टापरा

करियर मार्गदर्शन कार्यशाला, डाइट बाड़मेर (14-17 जुलाई 2026) में विकसित व लोकार्पित
Developed & unveiled at the Career Guidance Workshop, DIET Barmer (14-17 July 2026)

यह एक स्वतंत्र परियोजना है, जो सरकार की आधिकारिक करियर-मार्गदर्शन सामग्री पर आधारित है। · An independent project based on the Government's official career-guidance content.

1 About this career

Real estate consultants give research-based advice on buying, selling and investing in property. It is a step beyond an agent, focused on analysis and strategy.

2 At a glance

Minimum qualification	Class 12 in any stream plus graduation; an MBA in real estate/marketing helps
Work mode	Office-based work with frequent travel to client and property sites
Demand	Good demand in investment advisory, valuation and commercial property
Top earning	Senior consultants can earn above ₹2,50,000 per month

3 What you need

INTERESTS

- Comfortable conversations with all kinds of people
- Enjoy influencing and advising people
- Interest in market data and trends

ABILITIES

- Keen observation and analytical ability
- Ability to understand client needs
- Credible, logical communication

KEY SKILLS

- Property valuation and market research
- Knowledge of RERA and property laws
- Investment analysis and return calculation
- Preparing reports and presentations

- Negotiation and deal management
- Use of data tools and property portals

4 How to get there

- 1 Complete Class 12 in any stream.
- 2 Graduate in business administration, real estate, marketing or sales.
- 3 Do an MBA/PG diploma in real estate management or marketing.
- 4 Start as an analyst/consultant with a property consultancy or broking firm.
- 5 With experience and network, you can start your own consultancy.

MAIN EXAMS

- CUET-UG for UG admission
- CAT/CMAT for MBA admission

5 Where to study

GOVERNMENT INSTITUTES

- आर.ए. पोदार प्रबंधन संस्थान, राजस्थान विश्वविद्यालय — Jaipur, Rajasthan (<https://www.uniraj.ac.in/>)
- मालवीय राष्ट्रीय प्रौद्योगिकी संस्थान - प्रबंधन अध्ययन विभाग — Jaipur, Rajasthan (<https://www.mnit.ac.in/>)
- जय नारायण व्यास विश्वविद्यालय — Jodhpur, Rajasthan
- महाराजा सयाजीराव यूनिवर्सिटी — Vadodara, Gujarat

PRIVATE INSTITUTES

- एमिटी यूनिवर्सिटी — Jaipur, Rajasthan
- आरआईसीएस स्कूल ऑफ बिल्ट एनवायरनमेंट, एमिटी — Noida, Uttar Pradesh
- निकमार यूनिवर्सिटी — Pune, Maharashtra

ONLINE

- इग्नू - प्रबंधन कार्यक्रम — Distance learning (<https://www.ignou.ac.in/>)
- स्वयं पोर्टल - प्रबंधन व विपणन कोर्स — Online (<https://swayam.gov.in/>)

FEES

Graduation and MBA courses cost about ₹1,00,000-9,00,000; much lower in government institutes.

SCHOLARSHIPS

- राष्ट्रीय छात्रवृत्ति पोर्टल (NSP) (<https://scholarships.gov.in>)
- राजस्थान उच्च शिक्षा विभाग छात्रवृत्ति (<https://hte.rajasthan.gov.in/>)
- बडी4स्टडी छात्रवृत्ति पोर्टल (<https://www.buddy4study.com/>)

6 What the work is like

WHERE YOU WORK

Property consultancies, broking firms, construction companies, banks-NBFCs and development agencies; own business is also possible.

WORK CULTURE

Office work comes with plenty of travel to client and property sites; hours are fixed in firms, but self-employed consultants often work weekends.

WHO HIRES

- | | |
|---------------------------------------|-----------------------------|
| • ANAROCK | • JLL India |
| • CBRE | • Knight Frank and Colliers |
| • Banks and housing finance companies | • Your own consultancy |

DEMAND (2026)

With big investments, commercial assets and transparent deals, demand for research-driven advisors is strong in 2026.

7 Career growth

- 1 Real estate consultant / analyst
- 2 Senior consultant
- 3 Property manager / team head
- 4 Regional head / partner

EARNINGS

Starting	₹25,000-40,000
Mid level	₹50,000-1,00,000
Senior level	₹1,50,000-2,50,000+

Earnings are highest in global consultancies and commercial property deals.

8 The good parts · The challenges

The good parts

- A respected, analysis-driven professional role
- Paths to both corporate careers and entrepreneurship
- Attractive fees and bonuses on large deals

The challenges

- Directly exposed to market cycles
- Target and client pressure
- Long hours and constant travel

9 Real-life journeys

Anshuman Magazine

Chairman and CEO of CBRE India and South-East Asia

Anshuman started CBRE India from a tiny office in 1994 and grew it into the country's largest real estate consultancy.

Financial Express · <https://www.financialexpress.com/business/brandwagon-after-hours-with-anshuman-magazine-chairman-amp-ceo-for-india-south-east-asia-middle-east-amp-africa-at-cbre-4084845/>

Radha Dhir

CEO and Country Head of JLL India

Moving from banking into real estate, Radha is among the few women to lead JLL India, one of the country's largest property consultancies.

Business Today · <https://www.besnesstoday.in/latest/corporate/story/radha-dhir-to-succeed-ramesh-nair-as-jll-india-ceo-284783-2021-01-19>

10 If this route does not work out

One exam or one attempt does not close the door. The same subjects also open these routes — entry is usually easier, and you can return to this field later.

- Sales Representative
- Customer Care Executive
- Visual Merchandiser

11 Sources & further reading

1. Rajasthan Career Guidance Portal - Real Estate Consultant — <https://cg.rajasthan.gov.in/careerguidance/hi/career/%e0%a4%b0%e0%a4%bf%e0%a4%af%e0%a4%b2-%e0%a4%8f%e0%a4%b8%e0%a5%8d%e0%a4%9f%e0%a5%87%e0%a4%9f-%e0%a4%b8%e0%a4%b2%e0%a4%be%e0%a4%b9%e0%a4%95%e0%a4%be%e0%a4%b0-real-estate-consultant/>
2. RERA Rajasthan — <https://rera.rajasthan.gov.in/>
3. National Career Service (NCS) — <https://www.ncs.gov.in/>
4. NIRF Rankings — <https://www.nirfindia.org/>



And 770+ more careers — the whole portal

Interest and aptitude tests, government jobs, skill courses and a CV builder — free, no login, and it works offline.

career.gsssjethantri.in