



AJAY KUMAR VAISHKIYAR

Real Estate Entrepreneur | Land Acquisition Specialist | Business Consultant | Government Liaison | PropTech & AI Entrepreneur

Professional Profile

Ajay Kumar Vaishkiyar is a Real Estate Entrepreneur and Business Consultant with extensive experience across the Delhi-NCR real estate market, particularly in land acquisition, developer requirements, real estate transactions, business development and government liaison. His professional journey combines practical real estate expertise with an entrepreneurial vision for technology-led transformation through PropTech, Artificial Intelligence and Digital Marketing.

Land Acquisition & Developer Advisory

One of Ajay's key areas of professional expertise is land acquisition for real estate developers, particularly across Delhi-NCR. He has developed substantial practical exposure to sourcing land opportunities, understanding developer requirements, coordinating with landowners and stakeholders, supporting negotiations and facilitating complex real estate opportunities.

- Identification and sourcing of suitable land parcels
- Initial assessment of land opportunities and development potential
- Coordination with landowners and local stakeholders
- Understanding and matching developer-specific land requirements
- Transaction facilitation and negotiation support
- Multi-stakeholder coordination
- Government and authority-related coordination
- Support in moving opportunities from initial identification towards transaction

Real Estate — Delhi-NCR

Ajay deals in real estate opportunities across the Delhi-NCR market, with a focus on Delhi, Noida, Greater Noida, Yamuna Expressway, Ghaziabad and the wider NCR region. His activities include residential and commercial properties, investment opportunities, land and plotted developments, developer projects, strategic land parcels and development opportunities.

Government Liaison & Stakeholder Management

Ajay's real estate and land-acquisition experience is complemented by government liaison and institutional coordination. He works across stakeholder groups including developers, landowners, government authorities, local institutions and business partners, helping facilitate communication, coordination and execution of complex requirements.

Social & Community Leadership

Alongside his professional activities, Ajay is actively involved in community initiatives and serves as the General Secretary of the Sector 151 Residents Welfare Association (RWA), Noida. In this role, he represents resident interests, coordinates with civic and government authorities, and works on infrastructure, public-service and community-development matters.

- Representation of residents before relevant authorities
- Coordination on civic and infrastructure issues
- Community engagement and resident welfare initiatives
- Interaction with government and local administration
- Raising public-interest and infrastructure-related issues
- Stakeholder coordination and follow-up

PropTech, AI & Digital Marketing — Next Growth Phase

Building on his real estate and business-development experience, Ajay is preparing to enter the PropTech, Artificial Intelligence and Digital Marketing space. His objective is to combine industry knowledge with technology to create more efficient systems for property sales, lead generation, customer management, procurement, finance and business operations.

Technology Focus

PropTech	Real estate technology platforms, digital property marketplaces, CRM, developer and broker solutions, and data-driven property discovery.
Artificial Intelligence	AI sales agents, AI calling, lead qualification, automated follow-ups, AI-powered CRM and real estate analytics.
Digital Marketing	Performance marketing, real estate lead generation, digital advertising, retargeting, lead nurturing and conversion automation.

Entrepreneurial Vision

The long-term vision is to build a technology-enabled real estate ecosystem that brings together real estate expertise, land acquisition, financial services, government coordination, AI, digital marketing and automation. The objective is to create practical technology solutions that improve how real estate businesses generate leads, manage customers, source opportunities and execute transactions.

Professional Differentiation

Real Estate	Practical knowledge of Delhi-NCR property markets and real estate transactions.
Land Acquisition	Extensive practical experience in sourcing and facilitating land opportunities for developers.
Government & Community Interface	Experience in government liaison, stakeholder coordination and community representation.
Technology & Entrepreneurship	Expanding into PropTech, AI and Digital Marketing to develop technology-led business solutions.

VISION: To build a technology-driven real estate and business ecosystem that combines real estate expertise, land acquisition, financial services, government coordination, AI, digital marketing and automation.

Professional Positioning: Real Estate Entrepreneur | Land Acquisition Specialist | Delhi-NCR Real Estate Consultant | Business Development Professional | Government Liaison Professional | Community Leader | PropTech Entrepreneur | AI & Digital Marketing Entrepreneur

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