

Summary

An experienced sales professional with over 8 yrs of experience, leading high performance sales with problem solving skills and strategic thinking. Proven ability to develop and execute effective sales strategies, building strong customer relationship, negotiating complex contracts. Keeps updated and adapts to change in the market place. Looking forward for a managerial sales role where I can leverage my communication and problem solving skills to achieve sales goals.

Skills

- Negotiation

Business Development

Sales Training

Revenue Generation

Sales Planning

Sales Execution

Cold Calling

Problem Solving

Client Management

Team Leadership

Education

- University Of Mumbai

MBA - Marketing, CGPA: 8.6

Mumbai, Maharashtra

University Of Mumbai

B. Com, CGPA: 60%

Mumbai, Maharashtra

Maharashtra Board

HSC, CGPA: 63%

Maharashtra

Experience

- Nobroker India Private Limited

Field Relationship Manager- Home Painting (Interior And Exterior)

Jun 2022 - Present

Mumbai, Maharashtra

• Visiting assigned leads and site evaluation.

• Giving sales presentations to a range of prospective clients.

• Providing quotation based on customer requirement and follow up for closing the deal.

• Proactively addressing concerns and providing tailored solutions to meet evolving customer requirements.

• Negotiation with customer as well as with internal team for deal closure.

• Co ordinating with painting team and allocating the work to respective team to start the job on customer's requested time.

• Operating within the realm of field operations, they oversee the seamless execution of services, collaborating closely with internal teams to ensure optimal delivery standards.

• Follow up with internal team for closure of work within TAT.

• Preparing daily, weekly and monthly sales reports.

• Achieving monthly goals and targets by implementing sales strategies.

• Generating references from existing customers and maintaining client records.

• Providing on field training to new joiners.

Urban Company Technologies India Private Limited

Sales Associate- Home Painting (Interior And Exterior)

Feb 2021 - Feb 2022

Thane, Maharashtra

• Visiting assigned leads of prospective customer's for their painting needs.

• Inspection of customer property and providing sales quotation as per customer's requirement.

• Understanding the requirement and recommending the right solution, thereby converting prospective clients to customer.

• End to end follow-up to ensure deal closure and generating references from existing customers.

• Co ordinating with the allocated painting team to get the job done within TAT.

• Achieving monthly goals and targets by implementing sales strategies.

• Providing on field training to new joiners.

- Maintaining daily, monthly and weekly reports.

Just Dial Limited

Certified Internet Consultant

Dec 2019 - Aug 2020

Mumbai, Maharashtra

- Cold calling and generating leads.
- Giving sales presentations to prospective clients.
- Onboarding of clients by providing right packages as per customer requirement.
- Addressing customer needs and resolving issues promptly.
- Managing the region independently.
- Achieving monthly goals and targets by implementing sales strategies.
- Client Management and after sales service.
- Handling end to end service management to client on behalf of company.
- Built and maintained strong relationships with key clients, fostering long-term contract with the company.
- Identifying and targeted new market opportunities, expanding the company's customer base.
- Providing regular sales reports to senior management, keeping them informed of key performance indicators.

Precise Testing Services

Business Development Manager

Oct 2017 - Nov 2019

Mumbai, Maharashtra

- Cold calling in industrial areas for business expansion.
- Developing new clients for the company.
- Providing test reports to customers within TAT.
- Maintaining relation with the existing and new clients.
- Payment follow-ups on regular intervals.
- Taking customer feedbacks on regular basis for quality improvement and implementing various strategies to improve service quality.

Spectra Motors Limited

Sales Executive

Jan 2014 - Jun 2015

Mumbai, Maharashtra

- Handling front end sales and demonstration of products to customers.
- Assisting customer with detail domain knowledge and market comparison of their dream car.
- Define the sales target to designated associates in the team and demonstrate the leader qualities to ensure to meet deadlines.
- Handling sale promotion activity of the vehicle product at various business hubs.
- Maintain excellent relationship with customers, compiling all customer related database.
- Ensuring follow-up with desired customers until achieving sales.
- Managing and ensuring smooth delivery of the car.
- Managed all aspects of the sales cycle, including test drives, and financing arrangements.
- Handling customer objections and complaints professionally, resolving issues to ensure customer satisfaction.

Fort Point Automotive Private Limited

Sales Executive

Mar 2013 - Mar 2014

Mumbai, Maharashtra

- Offering advices and addressing to queries.
- Meeting the need of clients by demonstrating various product presentations.
- Demonstrated exceptional product knowledge and technical expertise to effectively present vehicle features and benefits.
- Managed all aspects of the sales cycle, including test drives, and financing arrangements.
- Establish and maintaining strong relationships with local lenders and finance companies.
- Handling customer objections and complaints professionally, resolving issues to ensure customer satisfaction.
- Participated in sales training programs and workshops to stay abreast of industry trends and best practices.



Language

English, Hindi, Marathi