

Contact HR Consultant for CV No: 337489

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**Career Objective:**

To achieve a challenging and career prospective placement in Sales Executive where I can utilize my technical skills & field expertise and become a resourceful & innovative team member.

**Professional Summary:**

* Respected executive with notable 4 years career leading into sales and operation
* Lead strategic planning and mission building initiatives for sales and marketing department
* Proficient in leading the business development team, increasing the customer base and earning potential of an organization
* An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities
* Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with customers
* Well organized with a track record that demonstrates self-motivation, creativity and initiative to achieve corporate and personal goals
* Strong ability to attend on-site customer appointments on a daily basis
* Excellent account management and interpersonal skills
* Excellent sales closing and negotiation skills

**Work Experience and Project Synopsis:**

**Telnet-INC Virginia, USA October 2013 – till date**

**SAMSUNG Telecommunication America**

**Sales Representative**

* Identifying and solving any telecommunication issues by coordinating with internal staff
* Providing technical support in pre and post sales activities
* Handling projects as well as performing testing of internet protocol features and networking systems of the organization
* Assisting staff in achieving project goals by providing various networking solutions
* Creating and maintaining scenarios for various telecommunication products
* Providing technical information to customers as well as supporting sales team in product demo
* Providing recommendations in telecommunication product installations
* Provided, sold and administered Voice and Data services to small and mid-sized companies
* Produced new sales revenue through cold calling, tele-marketing, lead groups, user group meetings
* Worked for resolving dispute of all accounts
* Entered all sales activities into company tracking system
* Worked with customers and provided strong support in installation and troubleshooting problems in telecommunications products
* Assisted senior telecom sales engineers in planning strategies for obtaining customer satisfaction
* Provided training sessions to customers on using telecommunication systems
* Implemented standard telecom engineering practices to improving sales prospect
* Prepared marketing collateral as well as visited customer site to provide first hand technical support
* Responsible for Generating Sales & Achieving Sales Target
* Supervision of Entire Sale Transaction
* Attending team meetings and sharing best practices with them

**CSS Corp (Glow Networks), Texas (USA) June 2013- Sep 2013**

**Sprint Network/Ericsson Inc.**

**Telecom Sales Engineer**

* Listening to customer requirements and presenting appropriately to make sales
* Maintaining and developing relationships with existing customers in person via calls and mails
* Cold calling to arrange meetings with potential customers to prospect for new business
* Responding to incoming mails and phone queries
* Acting as a contact between a company and its existing and potential markets
* Negotiating the terms of agreement and closing sales
* Gathering market and customer information
* Representing the organization at trade exhibitions, events and demonstrations
* Negotiating on price, costs, delivery and specifications with buyers and managers
* Advising on forthcoming product developments and discussing special promotions
* Creating detailed proposal documents
* Liaising with suppliers to check the progress of existing orders
* Checking quantities of goods on display in stock
* Recording sales and order information and sending copies to the sales office or entering into a computer system
* Reviewing your own sales performance, aiming to meet or exceed targets
* Making accurate, rapid cost calculations and providing customers with quotations

**Goodman Networks, SC (USA) July 2012- May 2013**

**Orbit Mall**

**Sales Executive**

* Assist the sales staff in meeting their monthly and yearly sales targets
* Coordinate with the merchandiser to determine designs for boards and window display
* Make certain that the products being sold at the mall confer to the quality measures
* Communicate with the customers and understand their preferences and demands
* Ensure that the organization is equipped at surviving stiff competition and developing a brand
* Handle the inventory department and ensure accurate stock of goods at the mall
* Supervision of Entire Sale Transaction.
* Attending team meetings and sharing best practices with them

**Educational Summary:**

* B. Tech in Mechanical Engineering with JNTU, India
* Master of Science in Software Engineering from University of Northern Virginia, U.S.A

**DECLARATION:**

I hereby declare that the above information and particulars are true and correct to the best of my knowledge and belief.