**Sandesh**

**Sandesh.363661@2freemail.com**

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| CAREER OBJECTIVE: |

To obtain a position where my skills are utilized in the field of Sales & Marketing and I would like to work as a key player in a dynamic environment for the growth of organization as well as my career.

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| CAREER SUMMARY: |

I am highly capable and accomplished management professional having almost 3 years of extensive background of corporate sales & marketing. Out of those valuable 3 years I have work experience in Dubai,UAE as well. I am creative and innovative with experience in business development, client relations & Account management of various corporate

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| PROFESSIONALEXPERIENCE: |

**Credit Link Marketing Management LLC (Dubai)**

**(Channel Partner of Etisalat)- September 2015 to 20th November 2016 Sales Executive-Corporate Sales**

* Identifying & Creating Prospective Clients through cold calling.
* Setting and Managing client expectations
* Client Relationship, solution selling
* Impact sales results by developing, supporting and executing field marketing and segment activities.

**Bharti Airtel Limited- December 2013 to June 2015**

 **Sales Executive**

* Making telesales.
* Promoting postpaid connection to new mobile users & internet connection
* listening to customer requirements and presenting appropriately to make a sale

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* Recommend process improvement
* maintaining and developing relationships with existing customers in person and via
* gathering market and customer information
* making accurate, rapid cost calculations and providing customers with quotations;
* checking the quantities of goods on display and in stock
* recording sales and order information and sending copies to the sales office, or entering figures into a computer system;
* reviewing own sales performance, aiming to meet or exceed targets
* acting as a contact between a company and its existing and potential markets

**MPHASIS AN HP COMPANY Mangalore**

**(Channel Partner of Airtel)-2012 to 2013**

 **Customer Support Officer-D (BPO)'**

* Assisted customers with their queries and problems by phone and e-mail.
* Established and maintained contacts with new and existing customers as per the direction of the supervisor.
* Helped customers place new orders easily.
* Forwarded important and serious matters to the seniors.
* Transferred urgent calls to the required departments quickly and accurately.
* Entered and updated new customer details in the customer relationship management software according to administrative guidelines.
* Achieved set targets of the firm by the stipulated deadline.
* Sell product and place customer orders in computer system
* Provide customers with product and service information.
* Up sell products and services
* Identify, research, and resolve customer issues using the computer system
* Follow-up on customer inquiries not immediately resolved.
* Complete call logs and reports

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| CORE COMPETENCIES: |

* Strong Communication skill & writing skill
* Team Leadership
* Cross selling & Up selling
* Microsoft Office 2007/2010 (Word, Excel, )

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| PROFFESIONAL TRAININGS: |

* Product training held on 16th January 2016, Dubai, Union, Etisalat
* Sales training on Samsung Galaxy S7 held on 17th March 2016 under Etisalat, Sharjah,

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| ACADEMIC QUALIFICATION: |

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| **Name of the** | **University/Board/Institute** | **Principal** | **%age of** | **Year of** |
| **Course** |  | **Subjects** | **Marks** | **Passing** |
|  |  |  | **Obtained** |  |
|  Diploma  | **Indian institute of hardware Technology Limited** | COMPUTER HARDWARE AND NETWORKING | 60% |  2012 |
|  |  |  |  |  |
| ClassXII | **Karnataka PU Board** | Arts  | 62% |  2010 |
| Class **X** |  |  |  |  |
|  | S.V.V. High school Miyapadavu  |  |  68% |  2008 |
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I confirm that the information provided above is correct and I understand that any false statement or information could result in my application or appointment being terminated.