**Pratika**

Executive Sales Consultant

# Summary

2017-07 -

2017-11

Executive Sales Consultant with experience specializing in IT Sales. I have demonstrated strong

skills in building relationships with clients. My interest is to strive for continued excellence with the

use of my communication and sales skills. My current goal is to transfer what I have learned to an

area that is my passion: Marketing Management/Hotel Management/Event Management.

# Experience

## Executive Sales Consultant - SAP

SHARAF DG - Dubai

 **Personal Info**

### Phone

Whatsapp +971504753686 / +919979971283

### mail

### [pratika.376008@2freemail.com](mailto:pratikax27@gmail.com)

* + Supported all pre-sales activities of the company.
  + Actively sought out new sales opportunities through cold calling and networking.
  + Developed effective sales plans.
  + Determined a client's business requirements and whether the software being considered is suitable.
  + Demonstrated how the software works and provided detailed technical specifications and advice to customers about installation and usage and presented software presentation with objective of increasing customer interest.
  + Decided whether the software requires add ons or additional implementation to meet the requirements of the client.
  + Presented findings to a technical team to act on, and then to the client.
  + Participated in team meetings to discuss progress, plans, and other activities.
  + Ensured all problems and issues are reported to manager.
  + Addressed concerns of customers by providing clear instructions and solutions.
  + Prepared proposals and reports.
  + Enabled customers to maximize use of software by providing proper user training.

 **Skills**

Excellent selling skills



Initiative



Persuasive communicator



Motivated seller



Ability to write reports and proposals



Efficient



The capacity to work well on my own or in a team

    

Multi-tasker

2017-03 -

2017-05

## Sales Executive - Microsoft

REDINGTON GULF - Dubai

    

Negotiating skills

* + Expanded client base through cold calling to qualified prospective customers.



* + Planned and organized the day to ensure all opportunities are maximized.
  + Dealt with customer enquiries face to face, over the phone or via email.
  + Managed the sales process for new prospects, from initial contact through to closure.
  + Contacted prospective customers and discussed their requirements.
  + Developed a full understanding of the business market-place.

    

The ability to manage time and plan the day effectively

    

2017-01 -

2017-03

## Customer Relationship Executive

AVANCE AUTO SERVICES LLC - Dubai

# Languages

* + Communicated courteously with customers.



* + Followed up the service calls for vehicle services and customer satisfaction service.
  + Achieved company target of follow up vehicles for service.
  + Unique ability to stay on top of Customers issues, deliverables and escalations for customer satisfactions to ensure the timely resolution of issues.
  + Handled CR Dept. – data providing for CRE's for Service Reminders Calling.
  + Managed Complete Operations – starting from vehicle check to preparation of Invoices (till delivery of vehicles to the Customer).
  + Prepared Monthly Vehicle Inflow Reports.

English



Hindi



1998-04 -

2008-05

2008-04 -

2010-05

2011-04 -

2014-05

# Education

## Our Own English High School - Dubai

Primary & Secondary Education

## Holy Trinity School - India

Higher Education

## Dr.G.R.Damodaran College of Science - India

* 1. OM WITH COMPUTER APPLICATIONS

2014-02 -

2014-03

# Additional Activities

## Malabar Cements Limited, Kerala, India

Project: Organizational Study

* + - To study about the structure of the company
    - To create a financial report.

# Interests

Dance & Music Reading & Cooking Trekking & Riding Bowling