**Gulfjobseeker.com CV No:** **1290660**

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 **CAREER OBJECTIVES**

* Looking for a challenging position in a professionally managed, dynamic and reputed organization that provides me with ample opportunity to apply and enhance my knowledge, skills and capabilities for the development of both.
* I aspire to make significant contributions to the organization using around 9years 5months of experience and at the same time make me all the more adaptable to the dynamics of present day global environment through continuous learning.

**ACADEMIC QUALIFICATIONS**

* **YESHWANT RAO UNIVERSITY**
* Graduate – B.COM
* Pursuing MBA

**WORK EXPERIENCE**

 **Worked for Springfields LLC, as a Business Development Manager from October 2013 till April 2014 .**

* **Job Profile: -**
	+ Handling Retail as well as corporate sales in UAE market.
	+ Training & updating customers about the IT products requirements in day today’s life
	+ Recruiting field Sales Executives for promoting, selling of IT products, handling administration, customer service and sending quotation to the customers.
	+ Motivating technical team members to achieve targets through daily reviews and Co – coordinating with the respective departments for timely installation and service

**Worked for Sagar Constructions Pvt Ltd,Margao Goa, as a Sales coordinator**

**from July 2012 till May 2013 .**

*Worked as sales coordinator and reported to Director.*

* **Job Profile: -**
* **Handling Goa office which includes retail as well as corporate sales**
* **Presentation of the site to walk in customers.**
* **Handling Administration which includes ( paper work, notarization and site plans**

Worked for I NG Life Insurance company, Panjim Goa, as a Sales Manager from Nov 2009 till Feb 2012.

*Worked as sales manager Department at Goa Office and reported to Branch manager, Goa*

* **Job Profile: -**
	+ Handling a team of 20 financial consultants
	+ Handling 4 Bronze club members.
	+ Training and maintaining the team in terms of financial knowledge.

**My achievements:-**

 \*90% of FYP targets.

 \*70% of Rising Star qualifiers.

 \*20% of Bronze Club members.

TATA TELESERVICES MAHARASHTRA LTD, Panjim, Goa (Feb 2003 –Nov 2009)

*Worked as Sr. Sales executive in Post-Paid Department at Goa Office and reported to Cluster Head, Goa.*

* **Job Profile: -**
* **Achievement of Sales and Acquisition Targets**
	+ Worked as Tele-Marketing for all products of TTML.
	+ Worked as Sr. Sales executive for Direct Sales Team and monitoring 11 field Sales Executives.
	+ Handling Goa market, which includes Retail as well as corporate sales.
	+ Training & updating team members for sale of products (viz. CDMA Walky & CDMA Pre-paid & Post-paid Mobiles).
	+ Recruiting field Sales Executives for promoting & selling products.
	+ Motivating team members to achieve targets through daily reviews.
	+ Co – coordinating with the respective departments for timely installation.
		- **Daily Report Generation**
* Daily FOS Performance report.
* Daily Cumulative DSR Performance report.
* Monthly Performance Review reports.

* **Planning**
	+ - Setting Targets for the DST’s and Plan of Action for achieving the same.
* Organizing Promotional Camps
* Major Achievements:
* Consistent Achievement of 100% Targets for 8 months.
* Successfully handled **14 Corporate** in fully shifting to TATA Network.

**COMPUTER PROFICIENCY**

* MS-Office (Word/Excel)
* Windows
* Basic Internet Applications
* Hardware and networking engineer (JCNP) in Jetking Institute Panjim
* C++, Java, PowerPoint, Dos, FoxPro, lotus, and some of web designing.

**LANGUAGES KNOWN**

 ● English, Hindi, Marathi & Konkani.