# RESUME

**Sachin**

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# Career Objective

Seeking a challenging career in marketing and utilizing my experience and marketing skills, in order to increase productivity of the organization with focus on mutual growth and success

# Summary

* MBA in Marketing with **6.7** years of experience in Sales, Marketing, Business Development, Corporate Sales, Channel Sales (IT, Banking & Real Estate Industry)
* Experienced marketing manager with a history of improving ROI and increasing customer engagement through multifaceted marketing campaigns
* Handled presentations, product demos and interaction with all stakeholders, keeping all the major aspects in front and increased sales growth

**Work Experience**

**Designation : Manager sales and marketing**

**Job Responsibilities**

* Monitoring, training & motivating the team members and provide direction to the sales team for ensuring optimum performance with eye on enhancing their professional as well

as soft skills

* Analyzing the performance of team members by assigning targets on a regular basis
* Generating leads through continuous visits, building good relationship with clients
* Identify new potential customers for the business development
* Analyzing competitor activities and reporting to related officers
* Give a presentation to our clients and brief them about our products and services

May 2016 To 1December 2018

**Designation :** Zonal Manager

# Job Responsibilities :

* Building, maintaining and retaining healthy business relations with corporate and government clients to generate more business from existing clients
* Generating leads through continuous visits, building good relationship with client

Identify new potential customers for the business development

* Analyzing competitor activities and reporting to related officers
* Give a presentation to our clients and brief them about our products and services
* Handling sales and marketing team, guide them and to give the proper training related to our products and services
* Our company develop the S/W as per client requirements.

July 2015 To May 2016

**Designation :** Senior Executive

# Job Responsibilities :

* Identified and resolved any errors during client transaction by extensive review and supervision ensuring clients' satisfaction
* Initiated the sale of property utilizing various marketing and advertising methods
* Delivered convincing sales presentations to potential clients and investors
* Researched rental pricing trends and made appropriate pricing recommendations to assist property manager
* Maintain all records, files and follow state guidelines on rules and regulations

April 2012 To Oct 2014

**Designation :** Executive

# Job Responsibilities :

* Developed relationships with clients to understand their needs and provide the best real estate solution
* Served as a representative for clients from start to the end of transaction closing
* Created systematic and consistent lead generation from cold calling, referrals, lead generation services, Craigslist and other forms of media
* Participated in the company's sales strategy
* Provided administrative support to clients to ensure a smooth real estate transaction
* Promoted different properties using marketing tools to attract customers including print, electronic and personal interaction

# Educational Qualifications

* MBA from Navsahyadri Group of institute Pune University in 2013
* BCA from Dayanand college Nanded University in 2009

# Interests

* Reading Newspaper
* Internet surfing
* Playing cricket
* Watching movies
* Listening music

# Personal details

* **Date of birth :** 1st Jan 1988
* **Languages known :** English, Hindi, Marathi