**Avinash**

Dubai

# Professional Summary

Proficient sales representative experienced in growing sales volume, implementing business plans and cultivating long-lasting relationships with clients. Verifiable record of increasing customer retention, leveraging previous experience to offer dynamic offerings and enhancing profitability by utilizing resources efficiently. Dedicated to expanding brand and deepening customer loyalty.

Reputation for strong cross-marketing skills and new market development. Focused on achieving the organizational mission demonstrated and increasing insurance sales portfolio.

# Expertise and Skills

* Outstanding ability to build solid rapport with customers and internal suppliers.
* Extremely effective networking techniques and outstanding interpersonal skills.
* Ability to rapidly establish and expand strong market presence and achieve solid sales growth.
* Solid expertise in sales, business development processes, and marketing.
* Strong persuasive skills to nurture healthy and professional relationships with clients.
* Capable of taking initiatives to find new customers, and explain available policies using excellent customer service skills.
* Skilled in opening and closing insurance policy accounts.
* Excellent ability to demonstrate, promote, and sell.
* Efficient in Lead Generation, Contract & Deal Negotiation.
* Strong interpersonal and communication skills.
* Remarkable ability to plan, organize, and implement a range of sales promotion programs and events.
* Articulate and very effective working with people of different backgrounds and temperaments.
* Solid team player ethics along with a willingness to help everyone reach their goals ● Exceptional written and presentation skills.
* Proficiency in Salesforce, MS Word, MS access, PowerPoint and other computer applications

# Employment History

**Insurance Sales Representative May 2019 - Present**​

## Duties and Responsibilities

* Consistently exceeding sales targets, and generating business using effective sales strategies.
* Provided insurance quotes and information in a courteous and professional manner.
* Answered customer inquiries regarding coverage levels and informed them of policy enhancements to ensure customer satisfaction.
* Manage prospective leads and existing accounts through the SalesForce CRM. platform to accurately forecast revenue and develop long-term business partnerships.
* Participated proactively in all huddles and districts communications and meetings.
* Established and maintained key relationships and business contact within the community and targeted industries segments and strategic initiative to create opportunities for growth.
* Provided ongoing coaching to co-workers and new recruits to effectively identify referral opportunities.
* Cooperatively work with others to produce and deliver required work.

**Senior Sales Representative Dec 2015 - May 2016**​ Vantage IC

## Duties and Responsibilities

* Close communication with First Line Sales Manager, Product Managers to optimize product success.
* Develop strategies to increase market share.
* Pursue new accounts through lead generation, cold calls and advertising referrals.
* Build strong relationships with existing accounts, providing services when necessary.
* Serve as liaison between customers and management in order to relay customer issues to the correct department and track progress of resolution.
* Research customer products to enhance knowledge of product markets and competition.
* Assist customers in testing products, managing trade shows and promoting sales displays
* Create sales plans to maximize revenues in certain territories and optimize time spent at each location.
* Perform sales presentations to client management teams and board of directors.
* Handle high volume phone sales, email inquiries and referrals.

 **Senior Sales Representative Aug 2015 - Nov 2015**​ Proptiger

## Duties and Responsibilities

* Pre and post call/contact reporting of all sales activities as indicated by the line manager in charge
* Regularly contact customers via personal visits, telephone, mail, fax
* Efficient route planning to fulfill KPIs
* Regular visits to prescribing and potential customers
* Customer data analysis and business planning for assigned territory to grow sales and market share of assigned products

**Senior Sales Representative May 2014 - April 2015**​ Accenture

## Duties and Responsibilities

* Assessed client needs based on current objectives, supply and demand, and seasonable variables.
* Cooperated with the sales and marketing team leaders to determine best products to promote or withdraw.
* Assisted mid-level and senior sales representatives in managing client accounts, generating leads, and maintaining customer relationships.
* Organized meetings and appointments with regional companies to promote services and supplies.

**Sales Representative Aug 2013 - April 2014**​

NIIT Smart Serve

## Duties and Responsibilities

* Assisted mid-level and senior sales representatives in managing client accounts, generating leads, and maintaining customer relationships.
* Organized meetings and appointments with regional companies to promote Stanford Medical Equipment’s services and supplies.
* Reviewed sales performance for the sales division and generated key reports for weekly, monthly, and quarterly meetings.

# Education

Bachelor of Commerce (Honours in Financial Management) 2010- 2013

Sambalpur University, India

# Contacts

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**Reference** : Mr. Anup P Bhatia, HR Consultant, Gulfjobseeker.com

**YouTube Video CV**

<https://www.youtube.com/channel/UCdsv_v9Czkx2Dc8bW4Bt4wA>

**View My CV on Gulfjobseeker.com CV Database**

<http://www.gulfjobseeker.com/employer/cv_database_highlighted_cv_freetocontact.php>

**Chat with me Live on Zoom**

<https://zoom.us/j/4532401292?pwd=SUlYVEdSeEpGaWN6ZndUaGEzK0FjUT09>

# References

Upon Request