Anil Jadeja
Mumbai

RESUME

952311YYYY
Anil@no-email.com

CAREER OBJECTIVE

A **Corporate Sales Executive** who is quite adept at selling corporate services by establishing contact and building rapport with prospects.

PROFILE SNIPPET

- Carrying a total of _ years of experience as **Corporate Sales Executive** with extensive exposure to Corporate Sales and Marketing.
- Demonstrated abilities in cementing a healthy relationship with the corporate clients for generating business and accomplishing corporate sales goals.
- Established and maintained cordial relationship with clients by providing support, information, and guidance.
- A keen planner, strategist & implementer with demonstrated abilities in devising corporate sales activities and accelerating the business growth.

FUNCTIONAL SKILLS

- ✓ Corporate Sales & Operations
- ✓ Business Development
- ✓ Client Relationship Management
- ✓ Competitor Analysis
- ✓ Lead Generation
- ✓ Negotiating Skills
- ✓ Presentation Skills
- ✓ Prospecting Skills
- ✓ Quotation
- ✓ Sales Planning
- ✓ Sales Report

EXPERIENCE SUMMARY

Sr Corporate Sales Executive @ KXPL Pvt. Ltd, Mumbai, India
Jun, XX - Present

Corporate Sales Executive @ TRAZ Pvt. Ltd, Mumbai, India
Jan, XX - Jun, XX

Executive - Corporate Sales @ AMJG Pvt. Ltd, Mumbai, India
May, XX - Jan, XX

Corporate Sales Executive @ KVKM Pvt. Ltd, Mumbai, India
Jul, XX - May, XX

Corporate Sales Executive @ PXTF Pvt. Ltd, Mumbai, India
Feb, XX - Jul, XX

Corporate Sales Executive @ SPSC Pvt. Ltd, Mumbai, India
Oct, XX - Feb, XX

KEY RESULT AREAS

- Generating leads through cold calling, follow-ups and references from existing corporate clients.
- Qualifying available leads to maximise productivity and optimise win ratio.
- Putting across suitable offer in the form of a quotation.
- Demonstrating offered solution when required followed by negotiating to accomplish the corporate sales closure.
- Regularly planning & maintaining salesforce log of contacts, accounts, opportunities and committed projects.
- Ensuring good relation with key contacts of the customer, retaining existing repeat order opportunities, cross sale and up-sale.
- Maintaining the records of 3rd party distribution, like inventory details, closure details, etc.
- Maintaining all the records of corporate sales & distribution which are mandatory for sales operations.
- Mentoring and product training of newly joined employee in corporate sales.
- Maintaining all the reports on a daily basis, related to sales.
- Working in sync with the corporate sales team in order to drive the sales strategy for achieving the team's sales targets as well as individual targets.
- Managing relationship for the entire lifecycle of the customer.

ACADEMICAL SUMMARY

Masters in Marketing Management @ NMVMS University, Mumbai, India
Jan, XX

B.Com @ AHAG College, Mumbai, India
Apr, XX

IT SKILLS

Microsoft Office Suite: Word, Excel, PowerPoint
Email Applications: Microsoft Outlook, Lotus
Operating System: Windows, Macintosh

PERSONAGE TRAITS

- ✓ Active Listening
- ✓ Logical
- ✓ Negotiation
- ✓ Presentation
- ✓ Progressive
- ✓ Public Speaking
- ✓ Punctual
- ✓ Strategic Planning
- ✓ Team Player
- ✓ Work Ethic
- ✓ Convincing Skills
- ✓ Calm & Composed

- ✓ Persistent
- ✓ Hard Working
- ✓ Logical

PERSONAL DOSSIER

Notice Period – Negotiable
Salary Expectation - 8.9 lac/annum
Open to Relocation – Cannot relocate
Passport – Available
Communication Address - 52/1 Pant Rd
Phone – 952311YYYY
Email – Anil.Jadeja@no-email.com
Marital Status – Unmarried
Gender - Male
Languages – English, Hindi, Gujarati

REFERENCES

Ms L Kothari +918536XXXXXX Ms C Mishra +919799XXXXXX

DECLARATION

All the data stocked above are true to the best of my understanding.

Anil Jadeja

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