



Hitesh Yadav

Sales Manager

Results-driven Sales Team Manager having 7 years of extensive experience. Skilled in growth strategies, business development, sales training and team management. Former roles also equipped me to gain expertise in operations, logistics and client management. Proven success in strategic planning, revenue generation and effective team leadership.

Achievements

- Consistently ranked highest revenue generating branch within the top 5 out of a total of 100 branches
- Highest revenue contributor in Company as a Business Consultant

Experience

Sales Team Manager

Bada Business Pvt. Ltd.

October 2021 - December 2023

- Develop monthly business plans, and growth strategies, and oversee branch sales operations
- Review team performance (KPI), provide guidance and implement a scorecard system
- Conduct daily motivational sessions, sales strategy training, and Zoom webinars
- Engage in client dealings, ensure satisfaction, and coordinate with the head office
- Oversee growth strategy implementation and empower Team Leaders

Business Consultant

Bada Business Pvt. Ltd.

April 2020 - September 2021

- Develop YouTube videos and employ digital marketing strategies to generate leads
- Connect with prospects, conduct NICE analysis and pitch courses
- Execute regular follow-ups through content marketing for enhanced engagement
- Utilize impactful sales techniques, emphasizing urgency, for successful deal closures
- Prioritize after-sale service and maintain customer data in CRM for strategic analysis

Operation Manager

Ahuja Glass

July 2018 - March 2020

- Develop SOP for business operations and ensure team adherence
- Coordinate with out-of-state manufacturing plants, ensuring effective communication for timely delivery and project timelines
- Maintain client data in Excel for precise scheduling & and quick issue resolution
- Oversee installation operations, prioritizing client needs & and hassle-free project completion

Senior Accountant

Neeru Marketing

May 2017 - July 2018

- Summarize financial status through balance sheet and profit and loss preparation
- Manage GST return data, stock reconciliation, and bank reconciliation
- Handled staff payroll processing

Accounts Executive - KFT Pvt Ltd

February 2016 - May 2017

Accounts Executive - Singla Enterprises

May 2015 - February 2016

Education

MBA - Accounting & Finance

Panjab University, Chandigarh

(2016-2018)

Bachelor of Commerce

Delhi University, Delhi

(2011-2014)

Contact



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Skills

- Business Development
- Analyze Market Trends
- Sales Strategies
- Attention to Detail
- Revenue Growth
- Team Management
- Client Relationship
- Critical Thinking
- Performance Monitoring
- Team Training
- Negotiation
- Presentation
- Communication

Language

- English
- Hindi