**HITESH LACHHWANI**

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**CAREER OBJECTIVE**

Sales hunter with a proven record of exceeding sales targets.Proactive, energetic sales professional offering hands-on experience in strategy planning and execution along with a profound ability to work towards set sales goals of the company. known for creating sales techniques to enter into new markets.

**CORE COMPETENCIES**

* Account Management
* Client Relationships
* Reports Preparation
* Product Presentation
* Territory Management
* Good Communication Skills
* Sales Material Development
* Good Negotiation Skills

**WORK EXPERIENCES**

Company: Shankar Trading Co LLC

 Branch: F.M.C.G

 Position: Sales Supervisor

 Period: September 2015 Up to Present

**Duties And Responsibilities As Sales Supervisor**

* Keeping in contact with existing customers in person and by phone
* Making appointments with and meeting new customers
* Agreeing sales, prices, contracts and payments
* Meeting sales targets
* Promoting new products and any special deals
* Advising customers about delivery schedules and after-sales service
* Recording orders and sending details to the sales office
* Giving feedback on sales trend

Company: Concept Big Brands General Trading LLC

Branch: Head Office

Position: Sales Supervisor & Event Coordinator/Event Buyer (CBBC)

Period : March 2014 to August 2015

**Duties And Responsibilities As Sales Supervisor**

* Supervise accounts receivable team in collecting balances.
* Supervise field marketing and sales force.
* Analyze field reports and prepare sales documents.
* Analyze competitor pricing proposals and sales strategies.

**Duties And Responsibilities As Event Coordinator/Buyer**

* Analyzing consumer buying patterns and predicting future trends;
* Plans for managing stock levels;
* Reacting to changes in demand and logistics;
* Meeting suppliers and negotiating terms of contract;
* Maintaining relationships with existing suppliers and sourcing new suppliers for future products;
* Liaising with other departments within the organization to ensure projects are completed
* Collection of products
* Getting feedback from customers

Company: Shankar Trading Co LLC

Branch: F.M.C.G

Position: Sales Executive

Period: January 2010- March 2014

Branch: Avenue Store Dubai

Position: Sales Representative

Period: August 2009 – December 2009

**Duties And Responsibilities**

* Handling a variety of products
* Dealing customers with a cheerful and helpful way
* Checking everyday sale and stock
* Responsible for the achievement of overall sales target
* Achieve the given target
* Making product knowledge and market feedback every 15 Days
* Responsible for meeting deadlines of order deliveries
* Range and category management across all store inventory management
* Prepare sales report summary and submit the same to the manager

**SCHOLASTICS**

* Pursuing M. Com
* Completed B. Com in Kanpur - India
* Completed 12th class in commerce stream with a first division in St. Anselm’s school - Ajmer –India

**QUALIFICATIONS / SKILLS**

* Over ten years of experience in the field of sales
* Functional knowledge of developing new and potential accounts
* Highly skilled in creating and implementing targeted sales goals
* Thorough understanding of current market trends and consumer buyer behaviour
* Computer Skills: MS Office, Excel, Power Point

**References -** available upon request