

Bharat Ramchandani

Senior Account Manager

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India, Ajmer, Ajmer, 305001

I am a dedicated Senior Account Manager with 2 years of experience in the field. I have a proven track record of successfully managing large accounts, and developing positive relationships with key stakeholders. My greatest strengths include problem-solving, multitasking, communication, and relationship-building. I have a successful history of increasing customer satisfaction and loyalty through my tailored approach to each account. My most notable accomplishment is increasing total sales for one of my clients by 20% within 6 months. I am confident that I can bring these skills to any organization and contribute to its success.



Date of birth:	25 April 2000
Place of birth:	Ajmer
Nationality:	Indian
Driving licence:	None

Experience

January 2010 - December 2019
Sales Executive
Hy Style Collection / India, Ajmer
Sales Executive at Hy Style Collection, India (): I worked as a Sales Executive for almost 10 years, providing the company with sales and marketing services. Developed extensive knowledge of the company's products and services. Gained experience in customer service, sales analysis and forecasting. Responsibilities included:
<ul style="list-style-type: none">Generating sales leadsCoordinating with customersMaintaining client relationshipsIncreasing sales figuresNegotiating contractsMeeting targetsAnalyzing market trends
June 2020 - December 2020
Clinical Medical Assistant
Ganga Medical Store / India, Ajmer
November 2021 - July 2023
Account Executive

Skills

Sales Management	●●●●●
Account Management	●●●●●
Client Relations	●●●●●
Strategic Planning	●●●●●
Business Development	●●●●●
Negotiation	●●●●●
Project Management	●●●●●
Financial Analysis	●●●●●
Leadership	●●●●●
Team Building	●●●●●
Cross-Functional Collaboration	●●●●●
Process Improvement	●●●●●

Friends Travel And Tourism L.L.C / United Arab Emirates, Dubai

At Friends Travel And Tourism L.L.C, I worked as an Account Executive for over a year and a half. During my time, I was responsible for managing the accounts of the company and liaising with customers to ensure they received the best service and product that Friends Travel And Tourism had to offer. My responsibilities included:

- Managing customer accounts
- Developing strategies to improve customer satisfaction
- Creating promotional materials to increase sales
- Negotiating contracts with vendors
- Analyzing financial reports and making recommendations
- Resolving customer complaints and disputes

July 2023 - October 2023

Senior Accountant

Blueberry Travel SARL / Democratic Republic of the Congo, Kinshasa

At Blueberry Travel SARL, I served as Senior Accountant for four months. I was responsible for managing all aspects of accounting, including maintaining financial records, preparing financial reports, and auditing accounts. My key accomplishments include:

- Developed streamlined procedures for reporting and recordkeeping
- Spearheaded process improvement initiatives to increase accuracy and efficiency
- Ensured accurate coding of expenditures and transactions
- Provided regular financial updates to leadership
- Managed accounts payable and receivable processes
- Prepared monthly and quarterly financial statements

Risk Assessment ●●●●●

Market Research ●●●●●

Digital Marketing ●●●●●

Hobbies

Reading

Dancing

Fishing

Photography

Video games

Drawing

Cooking

Swimming

Traveling

Bike riding

Courses

Telly ERP 9 GST Version

2019

Career Coaching Classes

Microsoft Office

2019

Career Coaching Classes

Languages

English

Hindi

French