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Seeking a challenging and dynamic position with a growing firm to add some value for the better growth and profit of the organization along with developing my knowledge and selling skills.



**GLOBAL FLAVOUR & INGREDIENT PVT LTD**

**SENIOR TECHNICAL SALES EXECUTIVE**

**Experience: -21/01/2025 to TILL DATE**

* Increased sales revenue by developing and maintaining strong relationships with key clients.
* Developed targeted marketing campaigns, driving increased brand awareness among potential customers.
* Organized regular training sessions for sales staff, ensuring up-to-date product knowledge across the team.
* Exceeded quarterly targets consistently through diligent follow-ups with prospective clients while maintaining existing customer relations.
* Prospected new customers to generate sales leads and increased revenue from existing clients.
* Promoted company products and services by attending trade shows and industry conferences.

**CRUST N CRUMB INNOVATION INDIA LTD**

**TECHNICAL SALES EXECUTIVE**

**Experience: -02/12/2022 to 10/01/2025**

* Handling industrial sales & B2C
* Forecasting primary plan to ensure stock availability & focus to maintain FIFO.
* Focus to increase distribution & coverage to get optimum growth in highly competitive environment.
* On time claim settlement to ensure ROI.
* Town mapping to ensure product penetration for optimum distribution
* New product launching & planning to sale.
* Optimized sales strategies through continuous analysis of performnce.

**L. LILADHAR & CO.**

**AREA SLAES MANAGER**

**Experience: - 01/12/2021 to 30/11/2022**

* **Working Territory: All Over Gujarat**
* **Managed a successful sales team, consistently achieving and exceeding monthly sales targets.**
* **Expanded market share through effective prospecting, lead generation, and negotiation skills.**
* **Established strong relationships with key clients, resulting in increased customer retention and satisfaction.**
* **Analyzed market trends and competitor activity to identify new business opportunities and areas for growth.**
* **Built lasting relationships with clients through outstanding customer service interactions.**
* **Collaborated with clients and distributors to create and promote new products.**

ERO CARE RETAIL INDOA PVT LTD

SENIOR SALES OFFICER

**Experience: - 18/09/2020 to 26/11/2021**

* Working Territory: South Gujarat (Surat, Chikhli, Navsari, Bilimora, Valsad, Vapi, Silvasa, Daman and Maharashtra Border Area)
* Team size: 6 Sales Person
* I am promoted within Three Months Sales Officer to Senior Sales Officer in CocoHigh Erocare Retails Pvt ltd
* Achieved consistently high annual sales targets by diligently monitoring progress and adjusting strategies as needed.
* Boosted sales revenue by establishing strong relationships with key clients and delivering targeted presentations.

SSVB BUSINESS INDIA LTD

SALES EXECUTIVE

**Experience: - 05/06/2016 to 20/11/2018**

* Responsible for coordinating with the distributors of the company.
* Updating distributor about the change in product price and new product launch.
* Meeting the existing customers.
* Meeting the new target customers and converting them into customers.
* Solving the problem and queries of distributors and Customer.



* + **I achieved Best Employee of the month award.**
  + **In my Two and half years of career in SSVB Business India ltd I have promoted Branch manager to Sales Executive.**
  + **I am promoted within Three Months Sales Officer to Senior Sales Officer in Coco High Ero care Retails Pvt ltd.**



* + **MBA with marketing specialization.**
  + **Commerce graduate from veer Narmada south Gujarat University in year2016 with 53 %.**
  + **H.S.C passed from Gujarat secondary and higher secondary board year 2012with 56.86 %.**



* **Presentation skill.**
* **Negotiation skill.**
* **Relation building skill.**
* **Good convincing skills.**
* **Listening skill.**
* **Good analytical and problem-solving skills.**
* **Hard working**



* + **I was the member of Cricket Team in college and responsibility of batting department.**
  + **Winner of chase competition during college level.**
  + **I was member of football team during my school time.**

* **Playing cricket.**
* **Listening Music.**
* **Watching Movies.**
* **Traveling**