



# RAMU KUMAR MAHATO

Sales Executive

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Faridabad

## SUMMARY

Experienced Sales Professional with over 5 years of expertise in Customer relationship management, lead generation and achieving sales targets. Proven ability to drive revenue growth, negotiate deals and customer satisfaction. Seeking to bring my proven track record of sales and marketing into a high reach stable business.

## WORK EXPERIENCE

### Sales Executive | 03/2019-07/2024

- Delivered compelling presentations to showcase product benefits, tailored to meet customer needs.
- Maintained Strong relationships with existing clients, ensuring high levels of satisfaction and repeat business.
- Prepared detailed reports on sales metrics, market trends, and forecasts for management review.
- Worked closely with marketing, product, and support teams to streamline customer onboarding and improve service delivery.
- Created and delivered engaging presentations to potential clients
- Supported sales representatives throughout the sales process
- Measured success and failures and formulates specific action plans to address problems and maximize opportunities

## SKILLS

- Basic knowledge of ca course
- Responsibility
- Self Discipline
- Goal Orientation
- Communication
- Customer Relationship
- Problem Solving
- Time Management
- Adaptability
- Microsoft packages
- Creativity
- Negotiation

## EDUCATION

### Intermediate (+2)

Xavier International College

Completed Year: 2018

GPA: 3.02

### Bachelor of Business Studies (BBS)

Tribhuvan University

Completed Year: 2025

## LANGUAGES

- English
- Nepali
- Hindi
- Bajjika