ROHAN RAJ

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Professional Summary

Proactive and target-driven B2B Sales Executive with 2+ years of success in driving business growth, building strategic client relationships, and executing high-impact sales initiatives. Recognized for consistently exceeding revenue goals and delivering client-focused solutions in fast-paced environments. Skilled in outdoor sales, lead generation, and market expansion across diverse industries. Strong communicator with a hands-on approach to closing deals and managing accounts. Equipped with a valid UAE driving license and fully prepared to thrive in demanding, field-based sales roles.

Core Skills

Technical Skills	Non-Technical Skills
Python	UAE Driving License: Valid, Category 3 (Light Motor Vehicle), Issued: 18-12-2024
SQL	Strong Communication
ASP.NET	Customer Service Excellence
MySQL	Relationship Management
Ninethware portal	Time Management
Visa Processing	Team Collaboration

Work Experience

Sales Executive (B2B)
GoKite Tours and Travels, Dubai | March 2024 – Present
- Collaborating with the sales team to develop and implement effective sales strategies, resulting in 80% increase in sales over 1 year.
- Orchestrated and optimized a client database, enhancing case tracking and data retrieval efficiency.
- Preparing sales reports and presentations for management, facilitating informed decision-making and strategic planning.
- Delivered personalized, client-centric solutions, boosting customer satisfaction and driving repeat business.
- Strong organizational skills with a knack for coordinating multiple tasks efficiently.

Sales & Marketing Executive (B2B)
Excellent Marina Explore, Dubai | May 2023 – January 2024
- Championed strategic sales and client engagement, consistently exceeding team sales targets ahead of deadlines.
- Cultivated robust client relationships, enhancing retention and fostering brand loyalty.
- Conducted in-depth market analysis to formulate targeted marketing strategies, driving a 20% surge in client engagement.
- Demonstrated expert product knowledge, adeptly addressing client inquiries and ensuring optimum satisfaction.

Education

Diploma in Computer Applications
Nitte Rukmini Adyanthaya Memorial College, Mangalore University | August 2022

Technical Projects

Event Management Website
- Developed a user-friendly event management website using ASP.NET and MySQL, improving the ease of event planning and management for users.
- Designed sub-modules for event scheduling, venue selection, and guest management, enhancing the platform's functionality and user experience.
- Managed database development with MySQL, ensuring efficient data storage and retrieval processes.

Certifications
- Python Full Stack Development | JSpiders Basavanagudi
- UAE Driving License: Valid, Category 3 (Light Motor Vehicle), Issued: 18-12-2024

Languages

English, Hindi, Kannada, Tulu