



SANDEEP SONOWAL

CONSULTANT & MANAGER

CONTACT

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EDUCATION

2020 - 2022

IIM SIRMAUR

- Master of Business
Management, *Marketing*

2015 - 2019

TEZPUR UNIVERSITY

- BTech, *Computer Science &
Engineering*

SKILLS

- Business Development
- Sales Strategy
- Lead Generation
- Client Acquisition
- Market Research
- Sales leadership
- Project management

LANGUAGES

- English (Fluent)
- Assamese (Fluent)
- Hindi (Intermediate)
- Bengali (Intermediate)

PROFILE

Dynamic professional with experience in the field of business and management consulting. Proven track record of successfully delivering projects for clients. Skilled in developing innovative strategies and solutions to a wide range of business challenges. Extensive knowledge of the industry with a focus on client satisfaction, stakeholder relationships and driving process improvements.

WORK EXPERIENCE

Clear Solutions Services

MAY '24 - PRESENT

Consultant & Manager

- Business Development & Sales:** Led client acquisition, securing multiple IT projects in web and app development through strategic pricing, proposal drafting, and market-driven sales execution.
- Operations & Project Management:** Supervised cross-functional teams, ensuring smooth project execution, workflow optimization, and timely delivery to enhance client satisfaction.
- Financial Planning & Revenue Management:** Oversaw budgeting, revenue forecasting, and cash flow optimization to sustain business growth and profitability.
- Strategic Partnerships & Client Relations:** Built and maintained long-term partnerships with clients and industry stakeholders, driving repeat business and brand credibility.
- Market Research & Competitive Analysis:** Conducted in-depth industry research to refine service offerings, identify emerging trends, and position Clear Solutions Services competitively.

VE Commercial vehicles

APR'22-NOV'23

Channel Sales Manager

- Market Expansion & Sales Growth:** Increased Eicher's market share in Northeast India from 0.1% to 5%, competing against Tata and Ashok Leyland in the heavy-duty trucks segment.
- Revenue & Business Development:** Led sales operations across 4 dealerships, managing a team of 20 sales executives, achieving an average monthly revenue of ₹3.5 Cr.
- New Product Introduction:** Spearheaded the first-ever sale of Eicher's premium 6x2 model in Northeast India, opening new market opportunities and demand for high-end vehicles.
- Dealer & Financial Network Management:** Strengthened partnerships with dealers, brokers, and financial institutions, improving vehicle financing accessibility and increasing customer conversions.
- Sales Strategy & Market Intelligence:** Conducted market analysis, sales forecasting, and competitive research, optimizing pricing models and strategic positioning for sustained business growth.