



# Himanshu Chauhan

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Results-driven and motivated Sales and Marketing professional with over 5 years of experience in client relationship management, sales strategy implementation, and customer acquisition. Proven track record of driving revenue growth through strong communication skills, persuasive negotiation, and strategic planning. Adept at identifying business opportunities and delivering value-added solutions.

## PROFESSIONAL EXPERIENCE

### Sustainable Energy Soution

2024 – Present

Role: Driving sales growth, managing client relationships, and supporting retail operations.

- Developed and implemented sales strategies to meet and exceed monthly revenue targets.
- Built and maintained strong customer relationships to encourage repeat business.
- Collaborated with cross-functional teams to execute Australian marketing campaigns.
- Analyzed market trends to identify new business opportunities.
- Ensured high levels of customer satisfaction through excellent service and follow-ups.

### Samanvay Realty

2023 – 2024

Role: Sales Executive

- Assisted in planning and executing regional marketing campaigns.
- Conducted market research and competitor analysis to support strategy formulation.
- Helped improve product placement and visibility across retail outlets.
- Provided administrative support to the marketing team.
- Contributed to consistent sales performance through strong planning and execution.

### Elements

Event Planner

2016 – 2023

Role: Expanding product reach and customer base through direct field sales.

- Contributed to consistent sales performance through strong planning and execution.
- Consult with clients to understand event goals and budget.
- Create event concepts and themes.
- Manage event budgets and vendor contracts.
- Select and coordinate event venues.
- Plan logistics and schedules.


## KEY SKILLS


- Sales & Business Development
- Client Relationship Management
- Lead Generation & Conversion
- Marketing & Promotions
- Territory Management
- Communication & Negotiation
- CRM Tools & Sales Reporting
- Team Collaboration

## PERSONAL SKILLS

- **Team Management:** Motivating Team Members, Giving technical solutions to team members
- **Learning:** Learning-by-doing approach, always ready to adopt new things
- **Work Management:** Ensure all tasks to finish on time, raise blockers on time, and communicate with clients for outstanding tasks.

## KEY SKILLS - CLIENT-FACING

- **Project management** - Able to lead on multiple projects at a time.
  - **AGILE and SCRUM** - A team player in AGILE Winning Team.
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- Oversee on-site event execution.
  - Maintain client communication.
  - Manage event risks and troubleshoot issues.
  - Evaluate post-event for improvement.

➤ **Support** - Engaged in helping solve/manage any support request through to completion and expected to take responsibility for