

Sanjay Gupta



EDUCATION

2006

Masters of Business Administration
Panjab University

2005

Bachelor of Commerce
Panjab University

SKILLS

- ✓ Excellent communication skills
- ✓ Building strong client relationships
- ✓ Organising seminars & workshops
- ✓ Succession planning
- ✓ Competency training
- ✓ Fluent in German & Spanish

SPECIALITIES

- ✓ Advertising/promotional campaigns
- ✓ Social media strategies
- ✓ B2B sales
- ✓ Budget performance
- ✓ Account management

EXPERIENCE

2009 – PRESENT

REGIONAL SALES MANAGER

SWIFT TECHNOLOGIES – CHANDIGARH

Recruited to lead the sales region of Chandigarh, Punjab and Delhi, and manage a 12-member team with an approximate annular budget of 100 Crores. Grow market share by increasing gasket product-line sales to warehouse distributors and retail stores.

Overview:

- Increased territory sales from 2 Crore to \$8 Crore within the last 3 years
- Ranked as #1 sales manager (out of 12) in 20010 and 2012
- Fostered a robust, sustainable network of buyers from Punjab and Delhi, leveraging strong listening, presentation and closing skills to optimize sales results despite previously dominant competitor advantage
- Demonstrated an unwavering commitment to customer service, adding new customers while maintaining premium service levels with existing accounts

2006 – 2009

CORPORATE SALES ASSOCIATE

RELIANCE FRESH PVT. LTD. – LUDHIANA

- Surpassed sales goals by 19% in 2007 and 14% in 2008
- Recognized for superior performance as a two-time district “Employee of the Month” honoree
- Increased sales of corporate contacts by 24%, selling over Rs. 52 Lacs of pantry supplies in Punjab

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