

ABHISHEK JAGADE

PROFILE

Dynamic and results-driven sales & interior design professional with a proven track record of exceeding targets and driving revenue growth. Seeking a challenging Sales position within a forward-thinking organization where I can leverage my exceptional interpersonal skills, persuasive communication abilities, and in-depth knowledge of sales strategies to contribute to the company's success. As a passionate salesperson, I am committed to building strong client relationships and identifying new business opportunities to achieve mutual prosperity and long-term partnerships. With a customer-centric approach and a keen eye for market trends, I aim to drive continuous business expansion and deliver outstanding value to both the company and its clientele.

 +919324030072  jagadea18@gmail.com  linkedin.com/in/abhishek-j18  Santacruz (E) Mumbai

WORK EXPERIENCE

Saviesa - Raumplus

Jan 2025- Oct 2025

Regional - Business Development Manager

- Spearheaded regional business growth by identifying and onboarding new dealers and distributors
- Developed and executed strategic sales plans to meet and exceed regional revenue targets and market share goals.
- Coordinated with cross-functional teams including supply chain, marketing, and product to ensure seamless delivery and execution.
- Analyzed market trends, competitor activities, and customer feedback to optimize offerings and adapt go-to-market strategies.
- Conducted regular market visits and dealer meets to build relationships, provide product training, and gather insights.
- Ensured proper branding and visual merchandising at dealer points to enhance brand visibility and customer experience.
- Reported regional sales performance and dealer network health to senior leadership with actionable insights.
- Expanded dealer network by 25% in Maharashtra within 4 Months .

Studio4 - Rainbow Enterprises Pvt Ltd

Feb 2023- Dec 2024

Sr. Sales & Designer

- Meetings and contributing ideas to improve sales processes and performance.
 - Providing coaching and mentoring to junior sales associates, sharing best practices and helping them develop their skills.
 - Supervising workers, subcontractors & work activities.
 - Building and maintaining strong relationships with key customers, ensuring excellent customer service and satisfaction.
 - Deliver compelling presentations showcasing design concepts and product offerings.
 - Create detailed proposals and quotes to secure client buy-in.
 - Understand client needs, preferences, and budgets during consultations.
 - Actively seek out new sales opportunities through networking & referrals
 - Provide tailored solutions, including design ideas and product recommendations.
 - Develop functional and aesthetic design plans based on client needs.
 - Create detailed drawings, 3D models, and mood boards to visualize design concepts.
 - Stay updated on industry trends, new materials, and design innovations.
 - Prepare and deliver captivating presentations for our projects, highlighting their unique value proposition, key benefits, and overall potential to meet clients' objectives.
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WORK EXPERIENCE

Team Lease - Asian Paints
Colour and Decor Consultant

Feb 2022-Jan 2023

- Understand the customer space and requirements and provide the complete solution for colours, designs and decor incorporating existing features of their homes
- Work with different aiding tools and technology to help customers choose from a wide range of products & designs for their home decor makeover.
- Consult customers by creating a stress-free and enjoyable experience for decor selection.
- Consult the customers for a complete basket of solutions and products for the best results
- Building and maintaining strong relationships with key customers, ensuring excellent customer service and satisfaction.
- Addressing customer complaints, resolving operational issues, and handling any challenges that arise.
- Preparing and submitting regular reports on sales, inventory, and other key performance indicators to higher management.
- Maintaining any other reports/formats as mandated by Asian Paints

United solutions Pvt Ltd
Sr. Designer & Sales

Jan 2020-Jan 2022

- Assisted in developing interior design concepts, preparing AutoCAD/3D design layouts, and supporting senior architects with project detailing.
- Managed existing client accounts while actively working on generating new leads and business opportunities.
- Supported client meetings by preparing presentations, design proposals, and material boards to communicate concepts clearly.
- Trained and guided junior designers on software, design process, and client communication—helping them convert leads into confirmed projects.
- Coordinated with vendors, contractors, and material suppliers to ensure accurate execution of design specifications on-site..
- Organized material delivery schedules and ensured the timely availability of equipment and resources required for site execution.
- Built strong relationships with customers by addressing queries, guiding material selections, and providing exceptional after-sales support.
- Promoted to Sr. Designer & Sales for consistently meeting project timelines and contributing to revenue growth
- Led end-to-end sales lifecycle including lead qualification, requirement analysis, client presentations, negotiation, and deal closure

EDUCATION

SKILLS

Dr. Baliram Hiray College 2019-2020
Diploma in Interior Designing
Hiray Institute, Mumbai

Patuck College
H.S.C 2017-2018
Maharashtra Board

Patuck technical high school
S.S.C 2015-2016
Maharashtra Board

- Excellent Verbal and written communication
 - Team Work
 - Strong analytical problem-solving
 - Thinks Innovatively
 - Project Management
 - Vendor Management
 - Training & development
 - Sales Strategies
 - Customer Relationship Management
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