

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.

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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.

WORK EXPERIENCE

Team Lease - Asian Paints

Feb 2022-Jan 2023

Colour and Decor Consultant

- 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

Jan 2020-Jan 2022

Sr. Designer & Sales

- 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

- Excellent Verbal and written communication

- Team Work

- Strong analytical problem-solving

- Thinks Innovatively

• Project Management

• Vendor Management

- Training & development

• Sales Strategies

Diploma in Interior Designing

Hiray Institute, Mumbai

John W. Williams, Chairman

Patuck College
H.S.C

H.S.C
M.I

2017-2018

Maharashtra Board

Patuck technical high school

S.S.C

2015-2016

Maharashtra Board