



PRITHVI TANK

MARKETING DIRECTOR



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ABOUT ME

As a motivated and tech-savvy professional, I bring over four years of robust experience in the sales and marketing sector, adept at navigating the entire lifecycle of the process. My approach is customer-centric, focusing on pinpointing client needs to tailor personalized solutions that effectively address and surmount any objections, ultimately driving successful sales closures. My expertise extends to managing diverse client portfolios across both B2B and B2C landscapes. Colleagues know me as a source of motivation and support, fostering an environment that propels our team towards collective achievements while also celebrating individual successes.

SKILLS

MS PROJECT AND MS EXCEL

FUSION 360

ORGANIZATIONAL SKILLS

CUSTOMER SERVICE SKILL

PLANNING AND PRIORITIZING MATERIAL PROCUREMENT

EXCELLENT COMMUNICATION SKILLS

TEAM MANAGEMENT

ATTENTION TO DETAIL

ORDER PROCESSING AND CRITICAL THINKING

REFERENCE

References available upon request

WORK EXPERIENCE

SUPER MOTOR SPARES

Perth

Jan 2023 - Present

Marketing Director

- Spearheaded merchandising strategies to ensure optimal presentation and sustained sales growth.
- Kept abreast of product updates, features, and benefits to inform effective marketing strategies.
- Contributed to the execution of marketing initiatives, loyalty programs, and promotional events.
- Managed product returns with a focus on customer satisfaction and alternative solutions.
- Collaborated with retail teams to amplify sales through improved product displays and marketing materials.
- Leveraged company training resources to enhance personal expertise and industry knowledge.
- Mentored new sales associates, instilling best practices in product knowledge, sales techniques, and adherence to company protocols.

PROBE CX

Melbourne

Jan 2022 - Nov 2022

Marketing Associate

- Streamlined daily administrative operations, enhancing Marketing department efficiency.
- Spearheaded market research initiatives, uncovering lucrative revenue prospects.
- Resolved customer inquiries promptly, ensuring satisfaction and loyalty.
- Collaborated with team members to address complex customer issues effectively.
- Engaged in continuous professional development through coaching and training sessions.
- Executed additional responsibilities as assigned by the supervisor, demonstrating versatility.

JUST GROUP

Melbourne

Feb 2021 - Dec 2021

Sales assistant

- Identified and fulfilled customer requirements to enhance shopping experiences.
- Showcased and suggested products aligning with consumer demands.
- Extended warm reception and interaction with patrons.
- Efficiently handled transactions and POS operations.
- Participated in the inventory management of incoming stock.
- Maintained current knowledge of product features and updates.
- Communicated precise product benefits and specifications to customers.
- Adhered to all organizational protocols and standards.
- Crafted and distributed monthly newsletters highlighting store events and promotions.
- Provided insightful recommendations and information to assist customer decisions.
- Managed telephone inquiries and coordinated communication with team members.

EDUCATION

DEAKIN UNIVERSITY

Melbourne

2020

ME - Master of Engineering (Professional)

RAJASTHAN TECHNICAL UNIVERSITY

India

2017

B.Tech - Bachelor of Technology