



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

PRITHVI  
TANK

MARKETING DIRECTOR

Kenwick 6107, Perth, Australia

+61 450893581

prithvitank@gmail.com

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