

Punit Dharmadhikari

A301 / 7-9 Kent Road, Mascot NSW 2020, AUSTRALIA

punit04@gmail.com

[0468 757 015](tel:0468757015)

Career Objectives

As an experienced sales professional across retail, technology, hotels and beverage, I am now seeking to utilise my skills in a more complex commercial environment in order to further develop my client development skills and knowledge.

My experience has included customer service, achieving sales KPIs, and performing admin duties, leadership, training, staff rostering, and effective communication. I think I would be more than suitable for the role in your organisation because of my drive, ambition and previous experience. My sales experience has included B2B technical software sales, networking within university accommodation, hospitality, and most recently within retail sales including a management role.

Clients buy from people they trust and like. My natural instinct is to engage with people: to listen first, and then to provide solutions. The opportunity to work with your organisation would fit with my personality and values.

Educational Qualifications

Cert IV in Training & Assessment , Inspire Education (online)	2020 – current
Master Practitioner of Coaching , The Life Coaching College	2019 – 2020
Certified Speakers Training , The Life Coaching College	2019 – 2019
Diploma in Data Science , John Hopkins University (online)	2016 – 2018
Bachelors of Electrical Engineering , UTS	2011 – 2014

Work Experience

Assistant Store Manager, Vintage Cellars, Sydney Jun 2019 – current

- Staff rostering and training, including online training
- Relaying communication between manager and team members
- Promoting loyalty program membership, communicate promotions and benefits Liaise with suppliers for inventory, point-of-sale and product placement
- Sales reporting – responsible for weekly sales report and KPIs to head office covering product line, sales promotions and employee sales figures

Sales Assistant, Vintage Cellars Rushcutters Bay, Sydney Mar 2017 – May 2019

- Customer Service
- Managing the store when manager is away
- Customer Advice – product & upsell on wines & other products Customer loyalty program
- Sales reporting

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Corporate F&B, Nosh Hospitality, Sydney

Aug 2015 – Mar 2017

- Serve food & beverage and supervising at corporate events with up to 2000 attendees
- Event client liaison to ensure smooth running and positive event feedback

Resident Networker (Reception Desk), Urbanest, Sydney Nov 2014 – May 2015

- Providing support services during check-ins, check-outs, bookings and re-bookings
- Promoting campaigns on university campuses
- Assist in the implementation and upkeep of social media and online networking
- Providing overnight on-call support for incident escalation, safety and emergency management procedures

Technical Sales Manager, Call IT Mate, Sydney

Aug 2014 – Oct 2014

- Client development for software company
- Negotiating the terms of an agreement and creating sales funnel Gathering market and customer information
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails
- Responding to incoming email and phone enquiries

Volunteer Experience

2018 – 2020

Event Management & Singles Event Hosting (Meetup.com)

Connecting people based on common interests and passions
Promoting social events

2015 – 2018

Take Kare Program run by Thomas Kelly Youth Foundation

Providing advanced first aid
De-escalation of incidents & emergency services contact

Other Skills & Hobbies

Game Design
Brazilian Jiu-Jitsu
Boxing

Travel
Photography
Life Coaching

References

Robert Wisener

Store Manager
Vintage Cellars East Village
(02) 8344 6280

Garth Martin

Store Manager
Vintage Cellars Rushcutters Bay
(02) 9121 7856