

OBJECTIVE

Result-Oriented Professional with rich experience in Solution Sales, Client Relationship Management, Highly qualified in delivering proposals to customers, offering strategic alternatives (pre-sales) assistance, including briefing on feedback from customers. Proficient in generating high quality leads, managing sales pipeline, forecasting monthly sales and identifying new business opportunities as well as developing positive working relationship with partners to build business. An effective communicator with strong team and relationship management skills with the capability to relate to people at any level of business and management across the globe; possess excellent analytical and negotiation skills.

EXPERIENCE

MARKEM-IMAJE INDIA PVT. LTD.

Jan 2019 - Present

Senior Sales Engineer

- Revenue generation with allocated profit margins by Techno Commercial Sales and team coordination.
- Maximizing sales by designing and launching proactive campaigns, developing existing accounts, developing strong customer funnel/ pipeline and generating new business through cold calling, referrals and leads follow-up, Projects and customizing sales strategies to address client-specific needs and markets.
- Achieving Annual Operating Plan through existing Strategic Accounts, New potential customers. Accountable for printer sales & after sales revenue target achievement, Monthly and Quarterly forecasting of equipment's, spares & consumable.
- Maintaining strong opportunity pipeline, BD activities & market mapping in SFDC for better cross-functional support and visibility.
- Handling Key Accounts- Reckitt Benckiser, Haldiram, HUL, AMUL, ITC, DS Group, Breach Oral care, Parsons, Nestle.
- Identify new sales opportunities within existing accounts by upselling and cross-selling Creating new opportunity by Leveraging our Global reference & by collaborating global counterparts Proposing Pay Per Print model (PPP), Rental models or tailor end proposal like AMC or extended warranties to penetrate market.
- Skilled in assessing client needs, submitting proposal, demos/trials, negotiation and after sale services; strategically positioning programs and solutions aligned with market needs/projections.
- Developing strong market knowledge of existing and potential, Providing in-depth analysis of markets, Geographic Mapping, industry trends, competitors and clients to improve strategic planning and decision making.
- Managing accounts and meeting / exceeding targets relating to revenue growth, profit margin, mix of products and services sales, DSO and PD, customer retention and customer acquisition. Leading high value sales, Projects and addressing minor details and identifying areas of improvement in customer service.
- Following up the ethical behavior and practices as per Dover policy and contributing in team projects.

MARKEM-IMAJE INDIA PVT. LTD.

July 2018 - Dec 2018

Sales Engineer

- Works with complex territory/account, products / services, sales, or account management processes and serve as subject matter expert.
- Responsible for creating a sales funnel that can support quota overall attainment.
- Achieved and exceed quota targets and activity metrics within assigned accounts/territory.
- Converted small starting opportunities to significant sized opportunities over time Provide accurate weekly/monthly/quarterly sales forecast.
- Effectively assess client needs, requirements, and facts to adequately recommend satisfactory product solutions.
- Developed technical knowledge needed for value proposition and solution selling Effectively collate and deliver certain level presentations.
- Assess competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities and leads.
- Strong consultative approach to engaging clients and prospects and proposals to gain a larger share of the market.
- Maintain the SFDC Hygiene to ensure all relevant data is captured in a timely manner.

QUICKBIMA.COM

Jan 2018 - March 2018

Health Insurance Consultant

- Diligent Health Insurance Agent who creates broad programs for clients and sells based on benefit and not cost. Adept at computer productivity software cold calling and staying up to date on all insurance changes.
- Extensive call center experience.
- Has a very high closing rate for insurance sales.

EDUCATION

GURU GOBIND SINGH INDRAPRASTHA UNIVERSITY

2018

Electrical & Electronics Engineering/Bachelor of Technology
Grades - **71.15%**

ST.FRANCIS DE SALES SCHOOL

2014

All India Senior School Certificate Examination
Grades - **81.4%**

PROJECTS**DATA TRANSMISSION USING LASER**

The project was microcontroller-based Laser communication system used for the successful transmission of data.

used two microcontroller ,we were transmitting data from one end using laser transmitter and at other end received by laser receiver which is connected to the pin of microcontroller, here the transmitted as well as received data displayed on LCD.

LPG LEAKAGE DETECTOR USING GSM MODULE

Arduino based LPG Leakage detector with SMS indication using GSM modem project detects the LPG gas leakage. If

the LPG gas level crosses threshold level, then it sends SMS to the user using the GSM modem. The detector also turns on the buzzer to indicate the person nearby.

**TRAINING AND
CERTIFICATION****AUTO CAD**

Sofcon India Private Limited

PCB DESIGN

Sofcon India Private Limited

PLC AND SCADA

Sofcon India Private Limited

MOTOR AND RELAYS

Sofcon India Private Limited

HVAC

Emirates Trading Agency

INTERNSHIP**SHARING ACHIEVEMENTS AND REJUVENATING SOCIETY**

Direct selling to individuals and serves as a distributor of goods and services.

Lead and Train Individuals to build and manage their own sales force by recruiting and training.

Determined customer needs by asking relevant questions and listening actively to the responses.

**COACHING KILA - DATA ANALYST AND MARKETING
PROFESSIONAL**

Collecting the data from nearby coaching institutes and managing to upload them on company website. Compiled

statistical information and rectifying the odd information. Scanned and transcribed information from hard copy files into

digital formats. Reviewed, analysed and fact-checked data; identified potential errors, discrepancies and

inaccuracies, sent files back to employees for clarification or completion

**EXTRA CURRICULAR
ACTIVITIES AND POSITION
OF RESPONSIBILITY**

Elected as PREFECT in School for STUDENT LEADERSHIP SQUAD

Participated in College Fest -INNOVIZ

Part of Dance Society in College- JUMPING JACKZ