VARUN KUMAR SANDAL

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Amritsar - 143001

Date of Birth: May 26, 1981

PROFESSIONAL EXPERIENCE

December 2010 - Till Date

[Working as an Account Executive in MUTHOOT FINANCE]

Roles & Responsibilities:

• Handling, Maintaining And Updating Accounts.

• Gold appraisal & Gold Bond Mobilization.

• Identifying & qualifying potential customers.

• Lead follow up & conversion.

January 2009 - 2010

[Worked as a “BDE” in RELIANCE MONEY]

Roles & Responsibilities:

• The job involves selling of Insurance & DMAT account to the local market.

• Complete Project understanding & documentation.

• Marketing initiatives to grow the revenue streams.

• Identifying & qualifying potential customers.

• Lead follow up & conversion.

January 2005 to November 2008

[Worked as a “Sales Manager” in SHREE GANPATI SYNTHETICS Pvt Ltd. ]

Roles & Responsibilities:

• To maintain good relation with visited customer and achieve the target through them.

• To handle the channel sales.

December 2003 to December 2004

[Worked as an “Astt. Accountants” in SHREE RADHA RAMAN EMBROIDRIES Pvt. Ltd.]

EDUCATION

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| S. No. | Qualification | College | University/Board | Year |
| 1. | B.Com.(Prof.) | Hindu College | GNDU | 2003 |
| 2. | XII | A.P.S. | C.B.S.E. | 2000 |
| 3. | X | A.P.S. | C.B.S.E. | 1998 |

AREAS OF EXPERTISE

Business Development

• Analyzing business potential, conceptualizing & executing strategies to drive sales, augment turnover and achieve desired targets.

• Monitoring competitor activities and devising effective counter measures.

• Identifying and pursuing business opportunities through market surveys and mapping as per targeted plans as well as through lead generation.

Key Account Management

• Initiating and developing relationships with key decision makers in corporate for business development.

• Interfacing with key clients for ascertaining requirements and making presentations.

• Ensuring speedy resolution of queries & grievances to maximize client satisfaction levels.

• Maintaining excellent relations with clients to generate avenues for further business.

Client Relationship Management

• Ensuring continuous interaction with the customers to make sure that areas of concerns can be worked upon for improved service levels.

• Providing customer service in order to increase client satisfaction and new product introductions

Team Management

• Leading, mentoring & monitoring the performance of the team to ensure efficiency in business operations, achieving individual & group targets.

• Creating an environment that sustains and encourages high performance; motivating teams in optimizing their contribution levels.

KEY SKILLS & CAPABILITIES

* Strong inter-personal skills
* Works well under pressure
* Effectively structures workload
* Manages conflicting priorities
* Works well in isolation or within team