

Satyajeet Singh

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Career Objective:

3+ years of experience as a retail sales, digital marketing, business development-professional with abilities to give product demonstration and draft personalized sales proposals, seeking for an opportunity to lead the team with a retail (e-commerce/aggressive/funnels/brand promotion/market trend analyst) business to help the firm market its products and enhance services offered to clients/customers.

Professional Summary:

- An ambitious, determined, driven and self-motivated Senior Business Development Executive with the ability to energetically communicate with customers, build a genuine rapport with them and identify their needs.
- Exceptional communicator and influencer who can deliver sales pitches like a charm. Result-driven with experience of the extremely target-centric job.
- Experience to grow a company desiring new media expertise and a dynamic approach to marketing plan development and management.
- Leveraging human capital to achieve target growth indicators. Strategy development integrating innovative digital resources.
- Outgoing Retail Sales Professional with track record of driving increased sales, improving buying experience, and elevating company profile with target market.
- Diligent about keeping merchandise presentable to maximize business revenue. Effectively demonstrate products, overcome objections, and close sales.
- Persuasive in negotiating contracts and diplomatic in communicating with customers to build long-term, productive relationships.

Relevant Work Experience:

Sales Manager

Aug'22-Present

Whitehat Jr, Mumbai.

- Managing team members and providing weekly targets to all BDEs. Circulating feedback and review forms across the teams and upper management.
- Initiating phone conversations with parents who complete the demo classes for their kids.
- Achieving the weekly targets in a high-pressure performance-driven competitive environment.
- Launch of divisional and local segmental marketing campaigns CRM: Launch of email and on-line offers to maximize conversion rate.
- Monitoring self-performance at all times while also contributing to the team performance, keeping track of factors like conversion factor, Average revenue generated per lead, average revenue per sale, etc.
- Intensely following up with the prospects and closing the sales within the sales cycle.
- Create a sales pipeline and carry out sales forecasts and analysis and present your findings to senior management/the board of director.

Retail Manager (PLL)

Oct'21-Jun'21

Cars 24, Ahmedabad.

- Developed and maintained professional relationships with companies and auction partners to achieve objectives. Establishes and enforces product-knowledge standards.
- Identified appropriate and good quality vehicles that can generate profit. Reviewing and Explaining Inspection/Evaluation Report to car holder and bring down the expected price of the holder by

manipulation and trade off to ensure company's profit margin.

- Establishes delivery procedures and ensures that delivery includes an introduction to the service department and scheduling of the first service appointment.
- Notifies the used vehicle department manager of anticipated delivery of purchases

Project Lost Lead- Retail Associate

May'19-Sept'20

Cars 24, Ahmedabad

- Finding out the opportunities from the lost customers database. Negotiate deals on buying automobiles to the satisfaction of both the customer and the dealership with an average customer satisfaction review score of 95 percent.
- Continuous follow-ups with the customers and critical negotiation on the price of the automobile.
- Researching and studying the feedback provided by the store associate on the lost customer and looking for the key points to manipulate the situation.
- Using the marketing principles and strategies to convince the customers and regenerating the revenues from the dead database. Calculating the risk and offering customer the price one wants, within the company's policy and maintain the relation with the customer by adjusting the profit margins.

Education:

- **Bachelor of Arts** 2019-2022
- **Skill Trade- Turner** 2016-2018
Industrial Training Institute- NCVT
- **Secondary School Certificate (10th)** 2015
Gujarat Higher Secondary Education Board

Certifications:

Google App Script Learning

Udemy

Retail and Sales Marketing Strategy

Academy for Computer training Pvt Ltd

References:

Available on Request