SmitPadhiar

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# PROFESSIONALSUMMARY

*Talented, sales-driven,recognizedexpertinthefieldsofdirectsalesandpartnerchannelsalesmanagement. Equipped with 10 years of experience in the areas of sales, marketing, businessoperations and development. Eager to advance my career and obtain a sales director positionwithinareputable,growth-orientedcompany.*

# EMPLOYMENTHISTORY

#### Jun. 2021 – Till Date.

*Ahmedabad,Gujarat* **Medusind Solution’s Pvt.Ltd**

* Cultivating solid relationships with clients through the provision of exceptional after-sales service.

Creating a positive onboarding experience for new clients.

* Regularly interacting with clients through telephone calls, email communications, or face-to-face meetings.
* Identifying ways to overcome clients' initial dislike of company products.
* Maintaining an accurate record of all existing and potential clients.
* Responding to client inquiries in a timely and professional manner.
* Training and providing overall guidance to client service employees.
* Organizing training seminars to enable clients to fully utilize product features and benefits.
* Ensuring that the correct terms of sale are entered into the client database to prevent avoidable billing issues.

#### Mar. 2016 – March.2021.

*Ahmedabad,Gujarat* **SalesManager, MidsoWealthManagement**

* Analyze applicants' financial status, credit, and propertyevaluationstodeterminefeasibilityofgrantingloans.
* Obtainandcompilecopiesofloanapplicants'credithistories,corporatefinancialstatements,andotherfinancialinformation.
* Meetwithapplicantstoobtaininformationforloanapplicationsandtoanswerquestionsabouttheprocess.
* Explaintocustomersthedifferenttypesofloansandcredit options that are available, as well as the terms ofthoseservices.
* Handle customercomplaints and take appropriate actiontoresolvethem.
* Submit applications to credit analysts for verification andrecommendation.
* Assist customers by providing information and resolvingtheircomplaints.
* Greetcustomersenteringestablishments.

*Jun.2012–Mar.2016* **SalesExecutive, AlphaDigitalHome(SamsungPlaza)**

#### Ahmedabad,Gujarat

* Resolvecustomercomplaintsregardingsalesandservice.
* Overseeregionalandlocalsalesmanagersandtheirstaffs.
* Direct and coordinate activities involving sales of manufactured products, services, commodities, real estate or other subjects of sale.
* Plananddirectstaffing,training,andperformanceevaluationstodevelopandcontrolsalesandserviceprograms.
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* Determinepriceschedulesanddiscountrates.
* Conferwithpotentialcustomersregardingequipmentneedsandadvisecustomersontypesofequipmenttopurchase.
* Review operational records and reports to project salesanddetermineprofitability.
* Monitor customer preferences to determine focus of salesefforts.
* Preparebudgetsandapprovebudget expenditures.
* Visitfranchiseddealerstostimulateinterestinestablishmentorexpansionofleasingprograms.
* Representcompanyattradeassociationmeetingstopromoteproducts.

*Feb.2011–Jun.2012* **SalesExecutive,NavrangViniyogpvt.Ltd(Sony Center)**

#### Ahmedabad,Gujarat

* Resolvecustomercomplaintsregardingsalesandservice.
* Oversee regional and local sales managers and theirstaffs.
* Directandcoordinateactivitiesinvolvingsalesofmanufactured products, services, commodities, real estateorothersubjects ofsale.
* Plananddirectstaffing,training,andperformanceevaluationstodevelopandcontrolsalesandserviceprograms.
* Conferwithpotentialcustomersregardingequipmentneedsandadvisecustomersontypesofequipmenttopurchase.
* Determinepriceschedules and discountrates.
* Review operational records and reports to project salesanddetermineprofitability.

***EDUCATION***

*Jun.2016* **BachelorsofCommerce**

### MahatmaGandhiUniversity- Byrnihat,Meghalaya

*Jun.2011* **HighSchoolDiploma**

### BhartiyaShikshaParishad-Lucknow,UttarPradesh

*Mar.2009* **HighSchoolDiploma**

* + CarmelConventHighSchool- junagadh, Gujarat

## SKILLS

ConvincingSkills:*Expert*OnlineMarketing:*Expert*Sales&Marketing:*Expert*