

AZAD RAJPUT

SALES MANAGER

CONTACT



7819824209



azadrajput684@gmail.com



48 New Mahavir Nagar society
chandkheda railway station Ahmedabad

SKILLS

- Meeting Sales Goals
- Sales Planning
- Negotiations
- Strong communication
- Build Relationships
- Market Knowledge

EDUCATION

Gujarat Board

2007-2009

S.S.C 49% & H.S.C 53% Passed

Gujarat University

2009-2012

B.A Passed with 58% with Psychology

LANGUAGES

English



Hindi



Gujarati



PROFILE

Direct and oversee an organization's sales policies, objectives and initiatives. Set short- and long-term sales strategies and evaluate effectiveness of current sales programs. Recommend product or service enhancements to improve customer satisfaction and sales potential. Familiar with a variety of the field's concepts, practices and procedures. Rely on extensive experience and judgment to plan and accomplish goals. Lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to top management. The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.

WORK EXPERIENCE

Sales Executive

Jaliyan Banquet & Dining Hall

Oct-2012 - Jun-2013

- The sales executive's responsibilities include generating leads, making sales calls, continuously updating our CRM database, and meeting sales targets.
- To be successful as a sales executive you should be an inspired self-starter and able to drive sales growth. Ultimately, a top-notch sales executive should be able to build rapport with customers and close sales.
- Setting sales goals and developing sales strategies.
- Researching prospects and generating leads.
- Preparing and sending quotes and proposals. Contacting potential and existing customers on the phone, by email, and in person.
- Meeting daily, weekly, and monthly sales targets. Building and maintaining a CRM database.
- Participating in sales team meetings.

Assistant Sales Manager

The Metropole Hotel

Jun-2013 - Oct-2014

- assistant sales manager to assist the sales manager with the day-to-day running of our store. The assistant sales manager's responsibilities include developing strategies to improve sales, effectively handling customer complaints, and assisting with the recruitment of sales staff. You should also be able to delegate tasks to the sales staff in the absence of the sales manager.
- To be successful as an assistant sales manager, you should demonstrate exceptional leadership skills and ensure that sales staff comply with company policies and guidelines. Ultimately, a top-performing assistant sales manager should be able to achieve excellent customer service at all times.
- Continually meeting or exceeding sales quotas. Monitoring the performance of the sales team. Building and maintaining good working relationships with customers.
- Regularly attending sales meetings and training sessions. Performing all duties of the Sales Manager in cases of absence or emergency.

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HOBBIES

- Music
- Sports
- Traveling
- Food

REFERENCES

Sofiya Qureshi

Hotel Silver Heights Manager



9726463754

Satya Naraya Sen

Maple 99 Manager



7046998431

WORK EXPERIENCE

Sales Manager

Super Inn Armoise Hotel

Oct-2014 - Sep-2017

- As a Sales manager you are responsible to develop and foster business through pro-active direct sales, marketing, telemarketing, direct mail, appointment calls and tours of the hotel. Also develops strategic action plans for hotels to drive measurable, incremental sales revenue.
- Identify areas of opportunity in performance and recommend tools and sales training to optimize performance of sales team. Additionally work with individual hotel teams to identify skill development areas and properly deploy sales and marketing resources.
- Responsible for Corporate and Travel Agent Room Sales for the hotel. Clear understanding of the hotels business strategies then set goals and to determine action plans to meet those goals.
- Identify new markets and business opportunities and increase sales. Represent Hotels in various events and exhibition.

Sales & Operation Manager

The Hotel Silver Heights

Sep-2017 - Aug-2021

- Operations managers are responsible for overseeing the day-to-day operations of a business. They are in charge of managing staff, ensuring that operations run smoothly, and making sure that the company meets its goals. Finding a job as an operations manager can be a challenge, but there are a few places to look.
- An operations manager is responsible for overseeing the production of goods and/or services. They are in charge of the entire operations process, from planning to implementation. They must ensure that the operations process is efficient and cost-effective, while meeting customer requirements. Operations managers must also be able to identify areas of improvement and develop strategies to increase efficiency. They must also be able to manage personnel, including hiring, training, and evaluating employees.

Sales Manager - Operation & Banquet

Maple 99 Restaurant

Sep-2021 - Mar-2023

- Responsible for planning and on site execution of large events. Reviews all Banquet Event Orders on a daily basis to determine staffing levels, location set-up, related supplies and decorating materials
- Ensures events are set up on time, the quality of the product and level of service delivered. Maintains and improves on an ongoing basis the presentation of all events at the facility. Provides input on menu design and revisions
- Anticipates and accommodates the needs of banquet guests. Builds effective relationships with internal and external groups to achieve revenue and operational goals.
- Addresses and resolves banquet guest concerns. Communicates clearly and concisely with heart-of-house employees on the food requirements for all BEOs.
- Builds relationships with companies and individuals in order to maximize bookings. Prepares all special event contracts, charges necessary deposits, and ensures deposits and full payments are received by the agreed upon dates.