



Ashutosh Bidajwala

Senior Sales Coordinator

Dedicated and focused Sr. Sales Coordinator who excels at prioritizing, completing multiple tasks simultaneously and following through to achieve project goals. Adept at managing multiple projects with ease using expert time management methods. To work in any department, where I can use my skills and attain a high level of work experience in order to achieve goals, objectives, and specifics of the company.

Contact

Phone

9662269577/9537966226

Email

ashbidajwala@gmail.com

Address

37/A Shreeji Bungalows, Opp. Old Narol Court, Narol, Ahmedabad

Education

2013
Diploma Civil Engineering
Excel Institute Of Diploma Studies

2010
GSHEB 10TH
Shree Muktaivan High School

Expertise

- Sales Presentations
- Communication Skills
- Microsoft Excel
- Effective Time Management
- Customer Service
- Leadership Skills

Language

English, Hindi , Gujarati

Experience

○ **September 2019 - Present**
Jai Industries, Rakhial - Ahmedabad

Senior Sales Coordinator

Support the marketing department's initiatives with the planning, executing and tracking of marketing programs such as email, event, social media. Manage relationships with external vendors to ensure high-quality and execution of marketing programs, and to ensure competitiveness timely. Conduct market research and identify trends. Tracks sales data, maintains promotional materials inventory, plans meetings and trade shows, maintains databases, and prepares report.

Tracks product line sales and costs by analyzing and entering sales, expense and new business data. Identify and study competitors and their performance in the market. Collaborate with the marketing team and executives to implement strategies and track the progress of campaigns. Create reports on product performance and sale in the market. Present ideas to executives and clients. Collaborate with the design team on marketing projects.

○ **February 2016 - August 2019**
Emerald Cars Pvt Ltd, Ambawadi - Ahmedabad

Sales Executive

Followed up and responded to warm Internet leads and customer questions on vehicle availability, price, and options; field inquiries. Interviewed prospective customers to identify purchasing needs and articulate vehicles' value and benefits. Scheduled prospective customer appointments to direct sales traffic to dealership. Investigated and resolved grievances from existing and prospective customers, and forwarded unresolved complaints to designated departments for additional investigation. Maintained currency on industry trends, new and pre-owned vehicle inventories, and individual vehicle features.

Demonstrates automobiles by explaining warranties and services. Closes sales by overcoming objections, asking for sales, negotiating prices, and completing sales and purchasing contracts. Provides sales management information by completing reports. Assists with the setup of the showroom and displays. Updates job knowledge by participating in educational opportunities and reading professional publications.

Reference

Abhishek Kanju
Sales Manager, Jai Industries

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Satyam Raghuwanshi
Genral Manager, Emerald Cars Pvt Ltd

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