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B/49 Ganesh Park,  
Isanpur Ahmedabad



# SACHIN PARMAR

## Territory Sales Manager

### EDUCATION

MBA / Sales

St. Peter's University, Tamilnadu  
2015 - 2016

B. Com / Accounts

St. Peter's University, Tamilnadu  
2012 - 2014

### KEY SKILLS

Analytical Thinking, Planning



Strong Communication



Tolerant And Flexible



Organization And Prioritization



Problem Solving



Team Leadership



### Hobbies

Swimming

Music

### CAREER OBJECTIVE

I am an enthusiastic professional with proven track of achievements in leading successful and productive teams in business sales and management. Very quick to adapt organization culture and has ability to work on self-initiative. Even under significant pressure and tightest deadlines can perform efficiently and demonstrate high motivation levels. Possess excellent communication skills in English, Hindi and Gujarati.

### PROFESSIONAL EXPERIENCE

Territory Sales Manager

*Reliance Retail / Ahmedabad / June 2021 - Present*

- Coached sales officers in product specifications, sales incentive and selling techniques, significantly increasing customer satisfaction ratings.
- Achieved targets by building, directing, and motivating high-performing sales team.
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Offered new and existing customers to profitable products to maintain strong territory-wide revenue.
- Plan to Increase Customer Acquisition as per territory

Territory Sales Manager

*Udaan Fresh / Ahmedabad / Apr 2019 - May 2021*

- Manage Team Leaders and Territory Sales Manager
- Trained Sales Team during a period of company expansion to ensure attention to detail and adherence to company
- Review Territory Wise Business Growth
- Planning for Monthly Targets
- Plan to Increase Customer Acquisition as per territory
- Report All Sales Matrix
- Maintain Payment Collection
- Achieve Daily, Weekly Targets
- Manage Order Fulfilment

## CERTIFICATIONS

Accounting & Taxation From  
ICA

### Date of Birth

January 10th, 1992

### Marital Status

Single

### Nationality

Indian

### Language Proficiency

Gujarati, Hindi, English

Territory Sales Manager  
*Rovigo Services Pvt Ltd. / Ahmedabad / 2018 – 2019*

- Generate Revenue
- Onboard New Supplier
- Onboard New Transporters
- Transact Suppliers and Transporters
- Load Fulfillment
- Price Offset
- Manage POD Pendency
- Payment Settlement

Territory Sales Manager  
*One97 communication (Paytm) / Ahmedabad / 2015 - 2018*

- Responsible for driving team of 14 FSEs and deliver sales target for all products (Merchant on boarding, Gross Merchandising Value, No. of KYC enrolled, Marketplace on boarding etc.)
- Managing day to day sales activity i.e., Taking Briefing of all BDEs, assigning daily targets, reviewing performance, audits of their working and giving training on field.
- Identifying prospective clients from various sectors, creating new business opportunities, generating business from existing account, there by achieve business targets.
- Ensuring proper penetration of Paytm in city by branding, visibility, supports to the merchants.
- Solving query and training of Paytm to the merchants.
- Engaging with key outlets of city on Paytm platform to improve productivity and sales capabilities
- Hiring, Deployment and providing the necessary support and training to the sales executives.

Backend MIS Executive  
*Idea Cellular Ltd. / Ahmedabad / 2014 - 2015*

- Postpaid Atat Report
- Prepaid Atat Report
- DND Request Atat
- Open-Unassigned Tagging Report
- Appellate MIS
- Postpaid / Prepaid DND Complaints
- Website DND Complaints
- Sanchya Tracker
- Waiver MIS
- Self-Close Postpaid Request
- QOS Audit Postpaid
- QOS Audit Prepaid
- QOS Report Ageing
- Back Office MIS
- Waiver Empowerment Audit

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Account Assistant

Mukeshkumar Jain & Co. / Ahmedabad /Jan 2013 – Dec 2014

- Accounting Of Sarva Siksha Abhiyan Project
- Auditing
- Bookkeeping
- Vendor Re-Co. at Indus Towers (On vendor roll)