



SANJEEV GOSWAMI
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SKILLS

- SEASONED SALES PERSON
 - PRE & POST SALES
 - INTERPERSONAL COMMUNICATION
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EXPERIENCE

WORKING AS REGIONAL SALES MANAGER (WEST) WITH MX MDR TECHNOLOGIES LTD
JUNE 2023 TILL DATE

PROJECT MANAGEMENT CONSULTANT **JAN 2022 - MAY 23**

- Demonstrated and taught how to close out major challenging projects without alienating client or losing money on projects.
 - Developed processes to enable consistent on-time deliverables to client per timeline established in contract.
 - Coached project team on recognizing and minimizing risks key actual project as example.
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SENIOR SALES MANAGER
JAY PUMPS
DEC 2020 - DEC 2021

- Strategically managed revenues streams by establishing sales target, deployment strategies and go-to-market initiatives.
 - Maintained active sales contacts with assigned accounts to keep communication open and capture consistent revenue.
 - Pursued sales deals by qualifying clients, building individual proposals and preparing final contracts.
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REGIONAL SALES MANAGER
CONTERA ENGINEERING PVT LTD
JUNE 2018 - DEC 2020

- Met regional sales objectives by developing and implementing promotion strategies , coordinating sales team and serving key accounts to fortify business relationship.
 - Prospected, identified and cultivated relationship with contacts to promote product lines and solution.
 - Developed and managed regional sales program and market operations.
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BRANCH MANAGER
SIMON ELECTRIC PVT LTD
APR 2014 - JUN 2018

- Managed and inspired team members to perform to full potential, driving branch profitability.
 - Planned work schedules to maintain adequate staffing levels
 - Assigned duties to employees and examined work for accuracy, neatness and timelines.
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PPRODUCT HEAD
HAVELLS (I) PVT LTD
FEB 2010 - MAR 2014

- Identified product gap and generated innovative ideas to expand market share.
 - Worked with sales team to land customer wins in complex deals.
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TERRITORY SALES MANAGER
WIPRO LTD
APR 2005 - FEB 2010

- Presented product and services to prospect clients.
 - Educated customer on product features by investigating competitors product.
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**GENERAL MANAGER
TATA MOTORS PRINCIPAL
MAY 95 - MAR 2005**

- Evaluated team and workshop activities to uncover issues and develop improvement.
 - Supervised use, maintenance and replacement of workshop tools, equipments and materials.
 - Kept workshop activities in line with budget limitations and schedule demands
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EDUCATION

- Diploma in Mechanical engineering. - 1995 batch.
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LANGUAGE PROFICIENCY

- English
 - Hindi
 - Gujarati
 - Marathi
 - Punjabi
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D. O. B - 11/10/1972

MARITAL STATUS - MARRIED.

REGARDS

SANJEEV GOSWAMI