

# Huzaifa Kapadiya

## Regional Sales Manager



Ahmedabad, India 380001



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Motivated Regional Manager bringing extensive experience in strategic planning, market development and operations management. History of improving revenue and increasing supply chain efficiency to maximise profit.



### Skills

- Business development and planning
- Product demonstrations
- Order management
- Product and service knowledge
- Operations management
- Network development
- Territory Management
- Expanding territories
- Account management



### Work History

2018-05 - Current



#### Regional Sales Manager

*Perna Marketing, Ahmedabad*

- Collaborated with sales executives to evaluate performance in regional area and develop strategies to expand revenue generation.
- Achieved regional sales objectives by coordinating sales team, developing successful strategies, and servicing accounts to strengthen business relationships.
- Demonstrated products to show potential customers benefits and advantages and encourage purchases.
- Attended industry conferences and trade shows to stay up-to-date with market trends and customer needs.
- Generated detailed sales reports and forecasts to analyze performance and track progress.
- Developed and maintained positive relationships with clients in assigned sales territories.
- Managed team of 5 regional sales representatives and consistently achieved high sales targets.



#### Area Sales Manager

2015-08 - 2018-05

*Prena Marketing, Ahmedabad*

- Grew businesses by adopting market expansion strategy to serve different customer needs.
- Collaborated with clients and distributors to create and promote new products.
- Coordinated and conducted well-organized product presentations and demonstrations to potential customers at seminars and trade shows.
- Prepared sales presentations for clients showing success and credibility of products.
- Forecast sales and established processes to achieve sales objectives and related metrics.
- Reported sales activity, generated sales quotations, and proposals and maintained customer contact database to achieve sales objectives and quota.

2012-09 - 2015-07

## **Business Development Manager**

*Divine Paper Products Pvt Ktd, Ahmedabad*

- Coordinated innovative strategies to accomplish marketing objectives and boost long-term profitability.
- Reached out to potential customers via telephone, email and in-person inquiries.
- Developed and implemented favorable pricing structures balancing firm objectives against customer targets..
- Represented company and promoted products at conferences and industry events.
- Identified distributor challenges related to corporate service offerings in order to formulate potential solutions.
- Negotiated, prepared and signed contracts with clients.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Generated new business with marketing initiatives and strategic plans.

2010-03 - 2012-09

## **Retail Sales Associate**

*Vodafone Ltd, Ahmedabad, Ahmedabad*

- Helped customers complete purchases, locate items and join reward programs.
- Checked pricing, scanned items, applied discounts and printed receipts to ring up customers.
- Used consultative sales techniques to understand customer needs and recommend relevant products and services.
- Used POS system to process sales, returns, online orders and gift card activations

2006-06 - 2009-09

## **Customer Service Representative**

*Hutchison Essar India Pvt Ltd , Ahmedabad, Ahmedabad*

- Maintained customer satisfaction with forward thinking
- Strategies focused on addressing
- Customer needs and resolving concerns.
- Provided primary customer support to internal
- Clarified customer issues and determined root
- Answered customer telephone calls promptly to Thoroughly explaining details.
- Recommended products to customers,

2000-06 - 2003-05

- Answered product and service questions,
- Delivered excellent customer service, resulting in
- Provided primary customer support to internal and external customers



## Education

### **Bachelor Of Commerce: Accounting**

*Bachelor of Commerce: Accounting - Ahmedabad*



## Accomplishments

Prepared CSAT file in order to control negative CSAT score of entire floor at one go which is utilized by every team member.

Achieved 2 extra miles cards from my GPRS team in one month for my extra knowledge and 'HAPPY TO HELP' nature.

Won monthly TOP GUN AWARDS for the month of May, August and October for the best performer in Trade Helpdesk,

Won The TOP GUN AWARD for the last quarter of the year 2008.

Supervised team of 30 staff members.



## Additional Information

Well equipped with the computer operations, Microsoft Office and Internet