Mahendra Vinchhi

9998042565

info@amtechvalves.net

SR/9 Rambha Complex Opposite To Gujarat Vidyapith

Ahmedabad

**INSIDE SALES**

■ Professional Profile

Energetic and self-directed inside sales professional with five years sales experience, proven closing skills and smooth telephone sales ability.

Demonstrated record of achievement in sales:

* Expert at finding new sale opportunities.
* Generates sales of new products while maintaining current deals.
* Successful in selling [software-driven, consumer-based] products.

**■ Key Skills**

* Persuasive – Strong verbal communication and interpersonal skills.
* Territory planning and layout
* Organizational skills, multitasking and time-management.
* Problem solver, decision maker, honest, creative, assertive and accountable.
* Entrepreneurial worker – Driven to succeed, able to motivate others and work in teams.
* MS Office: Word, PowerPoint, Excel and Outlook.

**■ Objective Statement** – Integral partner in success of a fast-growing company; contributing techniques and skills to solving sales challenges**.**

■ Professional Experience

Bight Telemarketing Solutions          Kolkata 2003 – Present  
**Inside Sales Representative**

***Key Contributions:***

* Generated leads, initiated cold calls to prospective customers, followed up,  performed pre-sales activities and closed transactions..
* Presented product demos for end-users – Made regular online product presentations with audio-visual equipment and conducted on-site product-demos and lab tours for visiting customers.
* Executed Product and Segment Marketing activity to generate market interest through teaching, surveys, projects and campaigns.
* Met monthly sales targets using lead-generating plan.

***Teamwork and Customer Support:***

* Worked together regularly with accounts/sales manager and field sales staff.
* Participated in sales group meetings which dealt with targets and forecasts, and reported on current market situation.
* Maintained prospects database – Managed spreadsheets and outbound/inbound accounts.
* Took care of cancellations and changes in orders and updated company records.
* Ensured deliveries were carried out as agreed with customer.
* Prepared sales order reports – Collated regular reports on sales performance per industry, product, personnel, region and office.

***Professional Development:***

* Took part in all meetings, trainings and professional, skill-development sessions.
* Attended conferences for developing expertise in any given industry.