Rakesh Patel

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Ahmedabad

**SOFTWARE SALES**

Software Sales professional with 3 years of commended performance in the field of IT software sales, offering the following functional competencies and core strengths:

* Expertise in the field of software; computer savvy with deep knowledge of IT.
* Well-versed in current trends and developments.
* Adept at programming and coding.
* Attentive to client needs – Superb communication skills and outgoing, with great interpersonal skills.
* Assertive | Aggressive (when required) | Enthusiastic | Ability to convince within a given time-frame | Innovative | Creative and able to think on my feet | Excellent organizational skills.

Professional Performance & Achievements

**Software Sales Specialist**

Established and developed new business contacts; participated in establishing brand identity in any assigned area.

* Worked in point-of-sales transactions with a proven record in selling software successfully to [X]; sold software online and through telemarketing; suggested and sold creative products to customers.
* Addressed after-sale client issues; provided tech support for software installation and other areas of customer service.
* Worked to overcome architectural/technical challenges of current and new clientele.
* Quickly acquired expert knowledge of relevant software to ensure customer satisfaction and to optimize profits.

                        Mumbai 2003 – 2005  
**Software Sales Person**  
Very successful in door-to-door sales; initiated courtesy and follow-up calls.

* Designed and gave presentations to clients.
* Provided managers with tenders, technical reports and proposals when required.

**Selected accomplishments:**

* Maximized (X) profitability and effectiveness of (X) by introducing my own new and innovative techniques.
* Successfully managed a team of (X) members and increased the efficiency of the team by (X)%.
* Constantly conducted my own research in order to keep up-to-date with all of the new software and to identify potential profit makers.