

RESUME

Harish Balkrishna Deshmukh
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Career Objective

To work in organization which provide opportunities for growth, learning and scope for the implementation of my skills and hence give my best to the organization .

Work Experience

MBA in Marketing Management with 5 years 1 months of experience in Sales, Marketing

Skills

Customer Relationship, Up selling , Cross Selling, Field Sales, Client Servicing, Customer Retention, B2B sales, B2C Sales, Cold Calling, Revenue Generation.

Executive Summary

- Expertise in Sales, Marketing, Channel Sales and Business Development.
- Handled Individual and Corporate Sales Successfully.
- Increased Sales from Corporate Client, Dealers, and Retailers.

Work Experience

1. Current Company Name – Bunch Microtechnologies pvt ltd (Classplus)

Duration - July 2021 to Present

Designation – Business Development Manager (Sales)

Job Responsibilities

- Manage client discovery and establish first connect.
- Online or Physically meet the customer and give them a demo of our product.
- Close sales deals with the customer.
- Maintain follow-ups over calls to keep building the sales pipeline.
- Explain the tech product in detail. If needed, give them a product demo/training.
- Manage pricing negotiations and maintain healthy relationships with clients.
- Achievement of Weekly and Monthly business plan

2. Company Name - Just Dial Limited

Duration - Sep 2020 to July 2021

Designation - Certified Internet Consultant (Sales)

Job Responsibilities

- Achieve growth and hit sales target by successfully managing the sales team.

- Set up and deliver sales presentations, product/ service demonstration on daily basis.
- Identify new potential customers (Cold Call) for the Business Development.
- Responsible for client retention, per client revenue optimization & renewals.
- Ensure Systematic follow up with client organizations to take the sales pitch to time bound closure.

3. Company Name - Shree Saigan Industries Pvt. Ltd.

Duration – July 2017 – Apr 2020

Designation – Sales and Marketing Manager

Job Responsibilities

- Achieve growth and hit sales target by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Researches and analyses market trends, demographics, pricing schedule, competitor products and other relevant information to form marketing strategies.
- Establishes marketing goals based on past performance and market forecast.
- Tracking Sales and Collection of Sales team.
- Online Selling and working for visibility of products through different selling websites.

4. Company Name - Just Dial Limited

Duration – Feb 2016 – March 2017

Designation : Just Dial Ambassador (Sales)

Job Responsibilities

- Building, maintaining and retaining healthy business relations with clients to generate more business from Existing clients.
- Generating leads through continuous visits, building good relationship with clients.
- Increasing sales through existing corporate clients and through new clients.
- Cracking new business avenues through cold call.
- Finding new prospects and potential corporate and individual buyers.
- Up selling and cross selling in existing clients list

Education

- **MBA** in Marketing Management from PES Modern Institute of Business Management, Pune in year 2015.
- **BBA** in Marketing Management from MES Garware College of Commerce, Pune in year 2013.
- **HSC** from R.A. College Washim in year 2009.
- **SSC** from Shri Bakliwal School Washim in year 2007.

Certification

- Advance Digital Marketing Practical Training From HR Remedy India, Baner, Pune

Languages Known

- English, Hindi, Marathi.

Personal Details

- Name:-Harish Balkrishna Deshmukh
- Address:- Flat No. 8, Vighnahardarshan Soicety, Near Tanhaji Mitra Mandal, Kothrud, Pune 411038
- Date of Birth:-02 Dec 1991

Declaration

I hereby declare that particulars furnished above are true and correct to the best of my knowledge and I bear the responsibility for correctness of above mentioned particulars.

Place:-

Date:-

Harish Balkrishna Deshmukh