

# SOURAV SINGH

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Kishanganj,Bihar



## Objective

I excel in problem-solving, helping to address client objections and challenges with innovative solutions. Additionally, I can assist in CRM management, ensuring organized client interactions and appointments. By automating routine tasks and providing continuous learning support, I freed up valuable time for the sales team to focus on building relationships and closing deals. Bring a unique set of capabilities to the role of a Sales Coordinator, combining data-driven insights, effective communication, and a commitment to results. With my ability to analyze market trends, generate reports, and provide up-to-date information.



## Experience

### JW MARRIOTT BENGALURU PRESTIGE GOLFSHIRE RESORT AND SPA

02/01/2023 - 28/02/2024

Sales and Marketing Coordinator

- Proving assistance to the newly opened sister property **Mulberry Shades Bengaluru Nandi Hills** for 6 months.
- Appreciation emails from clients to my Area Director and General manager
- Best Associate of the Month - April 2023
- Provided accurate information about products, prices, and services.
- Built relationships with customers to encourage repeat business.
- Demonstrated product features and benefits for customers' needs.

### JW MARRIOTT BENGALURU PRESTIGE GOLFSHIRE RESORT AND SPA

01/03/2024 - 30/07/2024

Sales Executive

- Problem-Solving: I can assist in analyzing and solving complex sales-related problems and challenges
- Task Automation: I can help automate routine tasks, allowing the sales team to focus on high-priority activities and client interactions
- Multilingual Support: I can communicate in multiple languages, potentially expanding the reach of sales efforts to a diverse customer base
- Customer Relationship Management (CRM): I can help manage and update CRM systems to keep track of leads, customer information, and sales activities.
- Continuous Learning: I can adapt and learn about new products, services, and industry developments to stay informed and support the sales team effectively.

### Restaurant Owner

30/08/2024 - 10/03/2025

Sole Proprietor



## Education

Maulana Abul Kalam Azad University of Technology  
2023  
Batchelors In Hotel Management and Catering Tecnology

 **Skills**

- Sales Strategy
- Communication
- Product Knowledge
- Customer Relationship Management (CRM)
- Market Trends Understanding
- Business Networking
- Lead Prospecting
- Sales and Market Development
- SFA Champion
- Reporting Champion
- Task Automation