

JIGNESH SINGH ADHA



CONTACT

Vill- Merop, Teh- Simalwara, Dist-Dungarpur, Rajasthan.

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18-10-1999

Jignesh Singh Adha

OBJECTIVE

To join a reputed, growing organization and work efficiently as an effective member to fully utilise my interpersonal skills to achieve the goals of a company that focuses on customer satisfaction and customer experience contribution to the success of the company while parallelly attaining individual growth in the domains of management, marketing, sales, and business development. and work for the best interest of the organisation.

SKILLS

- Business to business.
- Business to customer.
- proficient in CRM(Lead squad & Sales force)
- Operation & management for complete projects deliverables.
- designing software via 2020, KCD, Autocad.
- Problem solving.
- Time management.
- Team management & collaboration.
- Customer service.
- Leadership .
- Excellent communication skills .
- Business process optimisation .
- Client development.
- Relationship building and management.
- MS Excel.
- MS Outlook.
- MS Powerpoint.

EXPERIENCE

Mahindra financial

Designation - Direct Marketing Associate

Work responsibilities-

1. Sales and marketing.
- Interaction with customer.
- Disclosure of different types of loan and it's process to customers.
- KYC verification of respective interested customer and disclosure about the time period EMI and interest of the loan that will be processed.
- Checking Cibil score for customer eligibility and documents verification.
- Lone EMI collection.
- Market visit for a Business .

Sleek international pvt. Ltd by Asian paints.

Designation - Design and sales specialist.

Work responsibilities-

1. Sales work for modular kitchens, wardrobes and furnitures.
2. Management and dealing with customer for site verification and checking for implementation of required design and product.
3. Site visit of the propose project.
4. Presentation and briefing of product onsite and offsite.
5. Build and generate new business and identify opportunities for business growth through presentation.
6. Meeting with architects and builders for business development.
7. Disclosure of quotation as per the selected design and product.
8. Kitchen and wardrobes installation.

Technical work-

- Propose drawing with 2D ,3D for kitchen and wardrobes with help of 2020 designing software.

Mahindra holidays & Resorts India Limited

Designation - Sales manager.

01-01-2021 - 30-12-

2021

01-01-2022 - 05-01-

2023

WORK RESPONSIBILITIES:

06-01-2023

INTERESTS

- Travelling
- Reading books
- Listening to music
- Sports - Volleyball
- Furniture restoration
- Photography

LANGUAGE

- ✓ Hindi
- ✓ English
- ✓ Gujarati

• **Sales goals:** 1. Set sales goals and quotas for territory and build and generate new business and identify opportunities for business growth through presentation

2.. Aim to preserve customers by improving relationship and renew membership.

• **Sales strategies:** Know the competition and market trends, and develop and implement strategies to stay ahead. including field sales action plans

• **Services:** Address new and existing holiday destinations both Nationally and Internationally with all facilities & amenities for a greater and pleasant stay experience. And understanding customer needs and develop plans to address them.

• **Sales team management:** Recruit, hire, train, motivate sales staff and forward upselling and cross-selling opportunities to the sales team and achieve business targets

• **Customer satisfaction:** Ensuring customers satisfaction for getting possibility of new referral business through customers.

• **Sales reporting:** Build reports on sales team performance and provide data to senior management

• **Sales analysis:** Analyze sales statistics and market trends to identify opportunities for growth and Approach and identify potential customers to establish relationships to cultivate profitable relationships.

• **Sales relationships:** 1. Build and maintain relationships with customers and key accounts.

2.. Promote high-quality sales, supply and customer service processes for good reviews and assistance.

• **Sales programs:** Develop and implement sales programs to capture new demographics

• **Sales training:** Develop training programs for sales representatives

• **Sales technology:** Use software like Salesforce to build reports and analyze data

EDUCATION

Madhav University

2020

Bachelor of technology in Civil Engineering.

69.66

Govt. Sr. Sec. School Simalwara, Dungarpur Rajasthan.

2016

12th class mathematics

58.20

Govt. Sr. Sec school Dhambola, Dungarpur, Rajasthan.

2014

10th class

63.33

PROJECTS

ACHIEVEMENTS & AWARDS

COMPUTER SKILLS

Ms office
Basic AutoCAD
Data entry
Data visualisation
2020 (Designing software) for interior designing
Data analysis
Management
Google drive
Email communications
Presentations

PERSONAL QUALITY

Interpersonal skills.
Creative thinker.
Discipline and punctual.
Continuous learning and not giving up attitude .
Optimise utilization of time with best use of knowledge and technology.
Willingness to learn.
Attention to detail.
Team work and leadership skills.
Hardworking, responsible, quick and versatile nature.
Self motivated, positive attitude and punctual.
Flexible and excellent organisation skills.
Self management and reliable.
Initiative and dedicated towards assigned works.
Time management.

PERSONAL DETAILS

Parent information

Father name - Mr. Lalit Singh Adha.

Mother name - Mrs. Pravina Kunwar.

Communication address- H.No- 26, Village -Merop, Teh-Simalwara, Dist-Dungarpur, Rajasthan.-314402.

DECLARATION

I hereby declare that, all the above mentioned details are true and correct to the best of my knowledge and belief.

Place - Udaipur , Rajasthan.