

**YASH
SHAH**

Contact

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Education

M.Com,2020
MumbaiUniversity

B.Com,2018
MumbaiUniversity

CPT,2011
InstituteofcharteredaccountantofIndia.

HSC,2015
MaharashtraBoard

SSC,2013
MaharashtraBoard

Languages

English

Gujarati

HindiM

arathi

Summary

successfulprojectmanagementandproducingq
ualityoutcomesthroughleadership and team
motivation. Works
withclientstodeterminerequirementsandprovid
eexcellentservice.

SkillHighlights

- Clientcommunication
- Salesandmarketdevelopment
- Upsellingexpertise
- Interpersonalcommunication
- Rootcauseproblem-solving
- Projectmanagement
- Relationshipmanagement
- Presentationsandproposals
- InventoryManagement

Experience

**SalesExecutive Feb, 2019
toPresent**

**AbhinavHomedecorPvt.Ltd.,Thane,I
ndia**

- Managed customer relationships
throughconsultativesalestechniquestoattaini
ndividualsalesgoals.
- Showcased product features and
benefitstodrivesales.
- Appliedprocessesandsystemswithprovenr
esultstoincrease
customersatisfaction.
- Retained clients and obtained referrals
bypromptlyresolvingcustomercomplaints,add
ingvalueandelevatingservicequality.
- Dealersanddistributorscontacts,relations
- Managing inventories and
checkingmaterials.
- Coordinatedwithdesign,projectmanagem
entandproductionteamstodeliverytimelysupp
orttoplannedcampaigns.



