

Professional Summary

Results-driven Sales Executive with 2.5+ years of experience in the luxury watch industry, leveraging expertise in stock management and customer service to drive sales growth. Proven ability to balance work and education, with a strong foundation in Microsoft Excel and help desk implementation.

Professional Experience

Senior Sales Executive (AR09)

Inazuma.co | 2020 - Present

Sales Executive

Titan Watch Company | 2018 - 2020

Key Achievements:

- Consistently met or exceeded monthly sales targets by 15%
- Successfully managed a portfolio of 500+ luxury watches, ensuring 99% inventory accuracy

Responsibilities:

- Provided personalized sales experiences to high-end clients
- Collaborated with the marketing team to launch new product lines
- Maintained accurate sales records and analyzed sales trends using Microsoft Excel

Sales Intern

Timepiece Boutique (Internship) | Summer 2017

Key Achievements:

- Assisted in a 20% increase in summer sales through targeted promotions
- Developed and implemented a help desk system, reducing customer complaints by 30%

Responsibilities:

- Supported the sales team during peak hours
- Conducted market research to inform product purchasing decisions

Education

Bachelor of Business Administration (BBA)

University of Mumbai | 2020

Relevant Coursework:

- Marketing Management
- Financial Management
- Operations Management

Technical Skills

Productivity Software:

- Microsoft Excel (Advanced)
- Microsoft Office Suite

Inventory Management:

- Stock Management (2.5+ years of experience)

Customer Service:

- Help Desk Implementation
- Customer Relationship Management (CRM) Software