

Professional Summary

Results-driven Consultant with 14+ years of experience in driving sales performance and competitive advantage for organizations. Proven track record of delivering unparalleled solutions across knowledge, process, skills, and behavior. Skilled in wearing multiple hats as a Salesperson, Trainer, and Consultant, with a strong ability to adapt to diverse business environments.

Professional Experience

Senior Consultant (CO09)

Inazuma.co | 2018 - Present

Consultant (CO07)

Mercuri Goldmann (India) Pvt. Ltd. | 2015 - 2018

Key Achievements:

- Increased client sales performance by an average of 25% through tailored training programs.
- Developed and implemented a sales process framework that reduced client onboarding time by 30%.

Responsibilities:

- Conducted needs assessments for clients to identify sales performance gaps.
- Designed and delivered training sessions for sales teams.

Senior Sales Trainer

SalesPro Solutions | 2012 - 2015

Key Achievements:

- Improved sales team engagement by 40% through interactive training methodologies.
- Collaborated with the product team to develop sales enablement materials, resulting in a 20% increase in product sales.

Responsibilities:

- Trained and coached sales teams across multiple regions.
- Analyzed sales performance data to inform training strategies.

Sales Representative

MarketMasters Inc. | 2008 - 2012

Key Achievements:

- Consistently met or exceeded quarterly sales targets, with a peak performance of 120% of target.
- Built and maintained a portfolio of 50+ client accounts, ensuring a 90% client retention rate.

Responsibilities:

- Generated new business leads through cold calling and networking.
- Managed the sales cycle from prospecting to close.

Education

Master of Business Administration (MBA)

Indian Institute of Management (IIM) - Ahmedabad

Relevant Coursework:

- Marketing Management
- Sales and Distribution Management
- Organizational Behavior

Technical Skills

Sales and Marketing:

- Sales Strategy and Planning
- Sales Process Optimization
- Sales Training and Enablement
- Marketing Automation

Training and Development:

- Adult Learning Principles
- Training Needs Assessment
- Curriculum Design
- E-learning Development

Data Analysis:

- Sales Performance Analysis
- Data Visualization (Tableau, Power BI)
- Statistical Analysis (SPSS, R)

Software Proficiency:

- Microsoft Office Suite (Excel, Word, PowerPoint, Outlook)
- Google Workspace (Docs, Sheets, Slides, Gmail)
- CRM Software (Salesforce, HubSpot)