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17th July , 1996

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OBJECTIVE

Obtain a challenging leadership position applying creative problem solving and lean management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

SKILLS

Strong Leadership
Effective Communication
Training & Coaching
Creating Sales Plans and Process
Deal Strategy
Analytical problem solving skills
Time Management
Customer Relationship Management (CRM)
B2B & B2C
Microsoft office (Word, Excel & PowerPoint)
Strategic management
Delegation and negotiation skills
Data Analysis

DHANANJAY DHAR DIWAN

SENIOR SALES MANAGER

Pune , Maharashtra

ABOUT ME

A Corporate Sales Manager with 5+ years of experience in driving revenue growth, building strong client relationships , and leading high-performing teams . Proven expertise in developing and executing strategic sales plans, negotiating contracts ,and managing key accounts in diverse industries.Demonstrated ability to consistently achieve and exceed sales targets while maintaining exceptional customer satisfaction. A result-driven and collaborative leader committed to fostering a positive and innovative sales culture.

EDUCATION

MGM SR SEC SCHOOL, BHILAI **Passing Year - 2012**

SSC

Grades : **92%**

MGM SR SEC SCHOOL, BHILAI **Passing Year - 2014**

HSC

Grades : **80%**

CSVTU, BHILAI **Passing Year - 2018**

BTECH - ELECTRONICS & TELECOMMUNICATION

Grades : **70%**

EMPLOYMENT HISTORY

Square Yards **March 2023 - June 2023**

Associate Area Manager

- Responsible for implementing workflow procedures based on direction from the company's P&L Head and VPs.
- Supervising employees during day-to-day tasks.
- Providing customer support in escalated situations and managing the overall workflow of a workplace.
- Maintaining Relationship with multiple Developers across the city .

Reference - Ayush Verma/Rahul Yogi

Byju's Classes **January 2020 - February 2023**

Business Development Manager

Encouraging employees to do their best and increased company's productivity immensely.

- Successfully handled visual merchandising, and worked to promote company's vision
- Served as successful leader, promoting and achieving company's Success.
- Engaged in CRM software's like Leadsquared & orderhive automating multi-channel.
- Was Actively involved in sales training,B2C sales, direct sales and inside sales.
- PLAYED A PART AND WITNESSED AN ED-TECH START-UP TURNING INTO BIGGEST UNICORN REACHING AN EVALUATION OF 18 BILLIONS.

Project Curiosity **February 2018 - November 2019**

Event Manager

-Worked in a tech firm to organise and manage the events in different locations.

ACHIEVEMENTS & AWARDS

- Achieved the top position in span's level (State Level),multiple times.
- Successfully helped in promotion of 50% of team members.
- Identified and maximized sales opportunities, and increased customer retention rates.

CERTIFICATES

CERTIFICATION OF MANAGER DEVELOPMENT - SUPERSONIC

Certified Inside Sales Professional (CISP)