

# Mayur Rajendra Dahibhate

✉ mayurdahibhate66@gmail.com ☎ +919545176268

📍 Shree Niwas Siddhivinayak Colony Warje Malwadi Pune 411058 📅 01 Jan 1993 🇮🇳 Indian 🤰 Married

## 👤 PROFILE

Results-oriented sales professional with 7 years of experience in sales and a proven track record of exceeding monthly sales quotas. Highly skilled at creating new relationships and maintaining strong customer relations to generate repeat business. In-depth knowledge of effective sales strategies and exceptional presentation skills. Analytical thinker with the ability to perform well under pressure. Goal and team-oriented with strong leadership skills and commitment to achieving sales quotas to drive the growth of the company.

## 🎓 EDUCATION

<b>BE Mechanical</b> Zeal College Of Engineering Pune With Higher Second Class	2017 Pune, India
<b>Diploma</b> MIT Polytechnic Pune With First Class Distinction	2013 Pune, India
<b>HSC</b> MIT Junior College Pune With Higher Second Class	2010 Pune, India
<b>SSC</b> Modern Highschool Pune With First Class Distinction	2008 Pune, India

## 📁 PROFESSIONAL EXPERIENCE

<b>* TEAMLEASE REGTECH PVT LTD</b> Senior Sales Manager (SaaS Software/IT Sales) B2B	May 2023 – present Pune, India
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**Role-** As '**Senior Sales Manager**' driven the end-to-end sales process, from lead generation to contract negotiation and deal closure, ensuring a seamless customer experience. Collaborated closely with the marketing team to develop effective campaigns & marketing events. Conducted product demonstrations and presentations in front of HR, CHRO, LEGAL HEAD, COMPLIANCE OFFICER & Other prospects with effectively communicating the value and benefits of the SaaS ERP solutions in **Legal Compliance Automised Technology**. Collaborated with cross-functional teams, including product development and customer support, to address client needs and ensure a smooth implementation process. Conducted regular market analysis and competitor assessments, providing actionable insights to the product development team and contributing to feature enhancements.

### **Skills:**

Handled & Knowledge of **Zoho CRM, EasyLeads, Clodura.ai** etc  
Strong leadership and team management skills, with a focus on coaching and developing sales talent.  
In-depth knowledge of SaaS-based ERP solutions, industry trends, and competitive landscape.  
Excellent communication and presentation abilities, with a customer-centric approach.

**\* INGENIO TECHNOLOGIES PVT LTD**

Head Corporate Relations (SaaS Software / IT Sales) B2B

Apr 2019 – Apr 2023

Pune, India

**Role** - As a 'Head Corporate Relations' in SaaS based ERP met with clients demonstrate them a product like Software, Mobile App, IOT devices, cloud services etc. create a need, create aura of product along with marketing strategy. During this work i managed 10+ executives with daily leads generation with finalization. Pre-Sale, generation of revenue, lead generation, business proposals, corporate deals with client handling. did a work with executives with daily reporting, calculation of business revenue, manage weekly meetings for proper working role model. Along with i worked upon various cloud-based service platform like **Kylas CRM**.

**Practical Work: -**

- Managing sales by developing a business plan that covers sales, revenue, expense controls via CRM & various cloud service platform.
- Meeting planned for sales goals.
- Setting individual sales targets with the sales team.
- Tracking sales goals and reporting results as necessary.
- Overseeing the activities and performance of the sales team.
- Coordinating with marketing on lead generation.
- The ongoing training of your salespeople.
- Developing your sales team through motivation, counseling, and product knowledge Promoting the organization and products.

**Management Teamwork: -**

As a 'Head Corporate' i mediate between frontline staff and senior management. Always liaise with a variety of people from entry-level employees to heads of departments and CEOs in a number of different ways via email, over the phone and in presentations, meetings and one-to-ones.

Habitual to managed my own workload, oversee the work of other employees, attend meetings and training sessions, carry out appraisals and review meetings along with company policies.

As a strategic thinker i always encourage innovation and change to make my team and the organization as more productive and profitable.

Attend & taken lot of interviews for shortlisted right candidate for team & enhance the SOP of organization.

**Accolades:**

Best Performer of The Quarter Oct 2019 (**Certificate**)

Best Performer of The Year 2021 (**Trophy**)

Employee of The Year 2021 (**Trophy**)

**\* PRECISION AUTOMATION ROBOTICS INDIA LTD**

Design Engineer

Sep 2018 – Jan 2019

Pune, India

**Role** - Worked As Design Engineer On Hydraulic 'Car Parking Project'. Constructed the design as per dimensions over Solid Edge Software.

**\* KRISHNAPRIYA CONSTRUCTIONS & DEVELOPERS**

Sales Executive

May 2017 – Aug 2018

Pune, India

**Role-** To manage all clients need along with customer requirements. Sell the desired product to appropriate customers. Enhancing selling criteria with generate business revenue. Client handling & focus on sale is the base part of certain role. Managed events collateral that aligned with the company's value proposition and resonated with the target audience.

## CERTIFICATES

- Catia V5R20
- Solid Edge
- ECBA IIBA

## SKILLS

Leadership skills



Quick Learner



Customer Relationship Management



Effective communicator



## LANGUAGES

English



Hindi



German



Marathi



## INTERESTS

- Travelling
- Karaoke
- Exercise

## DECLARATION

I Do Hereby Declare That Above Information Is True to The Best of My Knowledge.

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**Mayur Rajendra Dahibhate**