



Anjali Kashyap

Sales Manager

Result oriented professional with ability and interest in learning and incorporating in day to day work. Strong verbal, listening and written skills. Adopting collaborative approach with multidisciplinary team. Owning the responsibility and delivering it within the timeframe. Analytical thinker with the ability to perform well under pressure.

Contact

Phone

8369614654

Email

anjalikashyap1298@gmail.com

Address

1906-b Wing, Rainart, Vartak Nagar,
Thane West, Maharashtra-400606.

Education

2022

BBI

KBP Degree College, Thane

2015

HSC

St. Marys Junior College

2013

SSC

Patuck Technical High School

Expertise

- Negotiation skills
- Team Handling
- Target Oriented
- Query Handling
- Conflict Management
- Inventory Management

Language

English

Hindi

Marathi

Experience

March 2018 - 2023

Kiran Suzuki (Thane)

Sales Manager

- Create **strategic plans** to extend the sales reach of the organization and execute the plans to grow the customer base.
- Setting up **sales quotas** for sales teams and ensuring that the **quota is met or exceeded**.
- Manage team's **sales performance, targets**, time management and attendance.
- **Hiring and training** sales teams in different regions to keep up with sales goals.
- Ensure proper **follow-up** of all potential buyers by developing, implementing, and monitoring sales control system.
- Hands on experience on **DMS Software**.
- Issuing insurance policy via online portal of new two wheelers.
- Manage a team of 6-8 sales representatives.
- Monitor Establishment's Financial Performance.
- Resolving customer complaints using **conflict resolution skills**.
- Guide employees and provide feedback including development of performance/sales improvement plans.
- Wearing different hats based on situations.
- Collaborate with **Multi-disciplinary team**.

July 2016 - July 2017

Club Mahindra

Telemarketing Executive

- Update, modify and log outgoing calls in CRM software.
- Processed up to 250 calls per day.
- Contacted potential clients via phone in order to introduce company's products and services ensuring great customer experience
- Maintained customer information; obtained name address payment method.
- Assisted management with scheduling, training and quality assurance.
- Meet periodically with peers and supervisors regarding sales performance goals and metrics.
- Sales, Sales Support, Customer Support.

Achievements

- **Miss Panvel 2018**
- **Top 6 in Miss Navi Mumbai 2019**