




Jagruti Kadam

I am a highly motivated individual that has been in the Sales and Management field for more than several years, with great passion and commitment. I have managed some of the top business companies in the country and have achieved great success with them. With the experience I gained over the years I have built strong customer base and will continue to do so.

CONTACT

-  Mumbai, India 421204
-  +919967979994
-  kjagruti444@gmail.com

CORE STRENGTH

- Business development
- Strategic planning and review
- Business process mapping
- Expertise in lead generation
- Strong lead development skills
- Converting leads into customers

CERTIFICATIONS

- **Sales Strategies and Approaches in a New World of Selling** - LinkedIn
- **Communicating with Confidence** - LinkedIn
- **Nano Tips for Peak Performance with Shadé Zahrai** - LinkedIn
- **Nano Tips to Sharpen Your Critical Thinking with Shadé Zahrai** - LinkedIn
- **Nano Tips for Developing Magnetic Charisma with Shadé Zahrai** - LinkedIn

EXPERIENCE

Senior Product Specialist

HUVIAiR Technologies - Bangalore, India

- 11/2022 - Current
 - Identifying potential customers through research and networking activities, then contacting them to set up meetings or presentations
 - Researching market trends to identify opportunities for new products or services that might appeal to specific clients
 - Developing and maintaining relationships with clients to increase future business opportunities
 - Preparing proposals for new business opportunities or contracts with existing clients
 - Communicated issues and updates proactively to accelerate turnaround on client queries
 - Analysing complex data regarding consumer patterns and preferences.

Customer Experience Manager

LODHA developers - Mumbai, Maharashtra

- 12/2021 - 11/2022
 - Coordinated with various departments (Customer Care, Accounts, Sales Peer Teams etc.) to ensure exceptional customer service and assuring the customers' requirements are met first.
 - Created a hassle free & seamless experience for the customer with regards to On-boarding, Registration, Loan process, Payments, handing over of the Unit etc. to deliver prompt and accurate service to the customer
 - Provided payment arrangements, Top up loan, raised exceptions for waiver of delayed charges, providing options within the policies for customer's facing financial difficulty or for retention.
 - Met the clients, bankers to resolve issues related to approvals, reconciliation of accounts or other service requests.
 - Coordinated for construction status of the respective project with the site team and project departments.

Assistant Manager (Closing)

LODHA developers - Mumbai, Maharashtra

- 10/2018 - 09/2022
 - Increased profitability by developing pipelines utilizing multiple marketing channels and B2B sales strategies.
 - Increased business with B2B selling and cross selling of commercials and logistic parks
 - Profiled, targeted and prospected territory within and beyond existing customer base to expand reach and revenue.
 - Educated customers on available processes and services.
 - Created professional sales presentations to creatively communicate product quality and market comparisons.

- Created strategic sales plans, designed to increase sales, customer loyalty and market awareness.
- Boosted team morale and overall sales volume by creating incentivizing sales contests.
- Monitored sales team performance and provided training to help reach targets.

Sales Executive

Mohan Group

- 05/2014 - 10/2018
- Building and maintaining healthy business relations with high net worth and corporate clients.
 - Selling and cross selling of products from branch with existing base of customers. Assist with organizing promotional events.
 - Gather leads from Internet and contact the Clients to understand their requirement.
 - Managed customer relationships through consultative sales techniques to attain individual sales goals.
 - Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.

EDUCATION

2021

Master of Business Administration Marketing
Welingkar Institute of Education - Mumbai, MH

2013

Graduate bachelor of commerce
University of Mumbai - Mumbai, MH