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| **Francis Jason Lyngdoh**        **Summary**  Goal-oriented Territory Sales Manager with great pride in exceeding goals and achieving sales quotas. Dedicated to maintaining high level of personal product knowledge and skillfully influencing consumer buying habits. Exercise sound judgment and establish goals to meet aggressive targets. Stay up to date on products, market conditions and competitor activities to effectively optimize strategies for current conditions. Relationship-driven networker with exceptional prospecting and closing skills and proven record of sales accomplishment. Results-driven, self-motivated and enterprising in tackling diverse sales and leadership challenges.  Dynamic Territory Sales Manager focused on devising sales strategies and leading teams to generate new business. Offering [Number] years of experience managing sales cycles and establishing robust client bases. Skillful in introducing new products and managing profitable customer relationships.        **Experience**    **Territory Sales Manager**, 06/2022 - Current  **VODAFONE IDEA LIMITED**   * Presented products and services to prospective customers. * Educated customers on product features and use to provide optimal service. * Penetrated new markets by investigating competitor products, services and trends. * Discovered sales opportunities by showcasing products and services to interested clients. * Expedited resolutions to correct customer problems and complaints.     **Regional Manager**, 05/2019 - 06/2022  **UDAAN B2B PVT LTD -** SHILLONG   * BUSINESS DEVELOPMENT EXCUTIVE IN ( SMART PHONE,FEATURE PHONE ,IT AND ACCESSORIES). * Cultivated and maintained solid partner relationships to drive mutually beneficial collaboration and bottom-line profits. * Mentored and guided general managers on proper processes and methodologies. * Analyzed regional market trends to discover new opportunities for growth. * Hired talented, trainable team members and drove new business strategies to grow revenues. * Minimized turnover through effective training and employee engagement programs.     **SALES OFFICER**, 03/2016 - 04/2019  **SAMSUNG ELECTRONIC SALES AND DISTRIBUTION -** SHILLONG   * ELECTRONIC IN (SMART PHONE ,FEATURE PHONE AND ACCESSORIES) * OYO 2017 as Freelancer for almost 1year in developing an onboarding new hotel and guest house Setting a phase of new business hike due to my internship with oyo for 1year * Maintained active sales contacts with assigned accounts to keep communication open and capture consistent revenue. * Pursued sales deals by qualifying clients, building individualized proposals and preparing final contracts. * Promoted products at trade shows across region, connecting with prospects and improving market penetration. * Developed and presented creative ideas to internal stakeholders and customers to initiate new programs and successful sales initiatives. * Facilitated improvement in sales outcomes by holding performance evaluations to assess team members' strengths and weaknesses and counsel on improvement strategies.     **SALE OFFICER**, 01/2015 - 02/2016  **SAMSUNG ELECTRONICS PVT LTD -** SHILLONG   * Maintained active sales contacts with assigned accounts to keep communication open and capture consistent revenue. * Pursued sales deals by qualifying clients, building individualized proposals and preparing final contracts. * Promoted products at trade shows across region, connecting with prospects and improving market penetration. * Developed and presented creative ideas to internal stakeholders and customers to initiate new programs and successful sales initiatives. * Facilitated improvement in sales outcomes by holding performance evaluations to assess team members' strengths and weaknesses and counsel on improvement strategies.     **Sales Executive**, 01/2013 - 10/2014  **INTEX ELECTRONIC MOBLE TECHNOLOGY -** SHILLONG   * SMART PHONE.FEATURES PHONE AND ACCESSORIES) * Used cold calling and networking to sell products and services. * Sourced new sales opportunities through inbound lead follow-up. * Contacted current and potential clients to promote products and services. * Negotiated terms of sales agreements and developed contracts to successfully close sales. * Conducted market research to identify selling possibilities and evaluate customer needs.     **Sales Coordinator**, 01/2011 - 12/2012  **AIRCEL DISHNET WIRELESS**   * AS THE, IN AIRCELL PREPAID AND POST MOBILITY * Input customer data into system, updating information regularly with changes to buying habits. * Coordinated and finalized sales proposals to complete purchases. * Delivered exemplary customer service and support by remaining poised in most stressful situations. * Fostered relationships with customers to expand customer base and retain business. * Supported sales team by delivering current territory sales data and costing information.     **Sales Associate**, 04/2005 - 12/2010  **NESCAFE**   * Looking after the entire region of Meghalaya Handling a Product Like Cofee Bean ,Cofee Powder Etc. * Helped customers find specific products, answered questions and offered product advice. * Engaged customers in friendly, professional dialogue to determine needs. * Answered incoming telephone calls to provide store, products and services information. * Completed daily recovery tasks to keep areas clean and neat for maximum productivity. * Collected payments and provided accurate change.         **Education and Training**    MBA, 12/2017  **INSTITUTE OF MANAGEMENT AND ENGENEERING** - SHILLONG    Bachelor of Arts, Art Education, 12/2011  **K.J.P SYNNOD COLLEGEGE IGNOU UNIVERSITY** - SHILLONG    High School Diploma, 06/2008  **ST JOHN HIGER SECONDARY SCHOOL** - SHILLONG |  | **Contact**  **Address :** SHILLONG 793004 **Address :** SHILLONG 793004  **Phone :** +917005547560  **Phone :** +917005547560  **Email :** fajalyn@gmail.com      **Skills**   * Languages Known : * English, Hindi, khasi * Phone No : +91-7005547560 * Revenue Generation * Strategic Planning * Business Development * Team Building * Performance Management * Product Sales Expertise * Sales Program Development * Closing Techniques * Sales Closing * Staff Development * Territory Growth * Value-Added Selling * Product Demonstration * Consultative and Relationship Selling * Business Management * Salesforce * Business Growth and Retention * Sales Presentations * Partnership Development * Solution Selling * Price Structuring * Sales Tracking * Deal Closing * Market and Competitive Analysis * Sales Strategies * Lead Prospecting |