

# Bhaskar Walavi

## Sales & Marketing Executive

An organized and creative professional with proven Marketing Skills and a desire to learn more. Possess 4+ years of experience working for a diverse group of organizations and clients. Gained expertise in Field Marketing, Publication Marketing, and Web-Based Advertising. Looking to utilize my existing skill set to increase company profitability.

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## WORK EXPERIENCE

### Sales & Marketing Executive Virtuoso Optoelectronics Pvt Ltd.

07/2017 – Present Nashik

*Virtuoso Optoelectronics is a majorly producer of various types of LED Lights and Street Lights.*

#### Tasks

- Meet clients, understand their needs and develop relationships.
- Convince clients about the quality, price and after sales service.
- Provide pre-sales and after-sales technical assistance to client.
- Also having experience in tendering and offer preparations, back office.
- Understands customer requirement and specifications, single line diagram, technical details.
- Having knowledge about Relays, Substation Automation System, Control & Relay Panels, and Substations.

### Diploma Trainee Siemens Ltd.

#### Tasks

- Worked in Logistic Dept. for 1 year as a Trainee.
- Resolved technical issues between vendors, production and engineering.
- Responsible for order completion on time.

### Contract Employee HAL (Hindustan Aeronautics Ltd)

05/2015 – 06/2016 Nashik

#### Tasks

- Responsible for Sukhoi-30 Fuel indicators & Transmitters overhauling.

## EDUCATION

### Diploma in Electrical Engineering Government Polytechnic Nashik

07/2012 – 12/2015 Nashik

## SKILLS

Sales & Marketing

Strong communication.

Time Management

Presentation Skills.

Knowledge of SAP System.

Familiar with MS-Office.

## ACHIEVEMENTS

Cold-called 20+ potential clients on a daily basis, with a closing rate of 10% to 20%.

Sent 50+ cold emails on a daily basis, managing to set up calls with 10% of the recipients.

Improved product sales by 15%, which led to a 20% increase in annual revenue.

## LANGUAGES

Marathi



English



Hindi



## INTERESTS

Travelling

LinkedIn

Playing Cricket

Capturing Moments

Music