

Sales & Marketing Profile Dedicated Sales professional with history of success achieving customer satisfaction, retention and referrals through continuous provision of top quality service. Strategically driving full sales lifecycles, overseeing efforts of teams across high-traffic retail environments.

## Work History

05/04/2022 **Business Development Associate**  
To  
07/09/2022 Think and Learn PVT LTD (BYJU's)

- Education Product sales over Zoom meeting and Home Demo.

### Collections Representative

Tata Consultancy Services , Nashik, Maharashtra

02/04/2019 To  
01/04/2022

- Total Work Experience this Project is 2year
- To collect Credit Card dues from customer on call for client (collection department).
- Collect Loan and Credit Card met daily SLA.
- Quality Leads Delivery to client.
- Managed delinquency cycle, including past due collection calls, skip tracing, outside collections agency coordination and litigation activities.
- Maintained compliance with fair debt practices and regulatory guidelines.
- Negotiated to collect balance in full.
- Recorded all information regarding financial status of customers.

### Sales Representative

Futurz Staffing Solution PVT LTD, Nashik, Maharashtra

01/11/2017 To  
30/03/2019

- Total Work Experience in this Project 1 Year 6 Months
- Work in TCS on Third party payroll. Responsibility sale client product like Personal loan, Home loan, Two Wheeler loan, Loan on property on call.
- Handel Out bond and In bond Call.
- Responsibility to Performed Customer Support and Sales and Met Daily SLA.

SUSHIL  
FULWANI  
Sales and Marketing

## Contact

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## Skills

Customer Service

Good listening skills

Digital Marketing

Social Media Marketing

Excel

Teamwork

Computer skills

- Eliminated downtime and maximized revenue by providing top project quality control.
- Delivered exceptional level of service to each customer by listening to concerns and answering questions.

05/01/2013

## Sales and Marketing

To

*Rajkumar Traders, Manmad, Maharashtra*

25/10/2017

### Responsibility

- Delivered high level of assistance by locating products and checking store system for merchandise at other sites.
- Engaged with customers to effectively build rapport and lasting relationships.
- Worked with sales team to collaboratively reach targets, consistently meeting or exceeding personal quotas.
- Tracked stock using company inventory management software.
- Maintained records related to sales, returns and inventory availability.
- Increase sales by 35% 5Years and manage over 25 Customer per day

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## Education

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2008-06 -  
2009-01

### SSC

*Shri Guru Gobind Singh English High School - Manmad,  
Nashik, Maharashtra 423104*  
GPA: 57

2011-01

### Complete HSC

GPA: 65

2014-01

### B.com

*Mahatma Gandhi Vidhya Mandir College - Manmad*  
GPA: 65

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## Hobbies

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Cricket  
Travelling  
Video content Creating  
Video Game  
Hiking

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## Declaration

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I hereby declare that all the statement made above  
are true the best of my knowledge and belief.

Yours Faithfully  
Sushil Fulwani