




AMAN AGRAHARI

SALES REPRESENTATIVE

PROFESSIONAL SUMMARY

Motivated and results-driven Sales Specialist with 2+ years of experience in retail and B2B sales. Proven track record of exceeding sales targets, developing customer relationships, and delivering exceptional customer service. Skilled in identifying customer needs, offering tailored solutions, and driving revenue growth. Adept at working in fast-paced environments and collaborating with cross-functional teams to achieve business goals.

CONTACT

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EDUCATION

Siddharth Nagar University

2022-2024

Bachelor of Arts Software

SKILLS

- Sales Strategy & Planning
- Customer Relationship Management (CRM)
- Negotiation & Closing Sales
- Lead Generation & Prospecting
- Product Knowledge & Presentation
- Market Research & Analysis
- Cross-Selling & Up-Selling
- Team Collaboration & Leadership
- Sales Pipeline Management
- Excellent Communication Skills

WORK EXPERIENCE

SALES REPRESENTATIVE

- Flashgard, Mumbai, Maharashtra
1 + years of experience
- OnePlus, Mumbai, Maharashtra
1 + years of experience

Professional Experience

- Consistently achieved and exceeded monthly and quarterly sales targets by an average of 80%.
- Developed and maintained strong relationships with new and existing clients, resulting in a 75% increase in repeat business.
- Conducted market research to identify new sales opportunities and regularly updated the product portfolio to align with customer preferences and market trends.
- Utilized CRM tools such as Salesforce to track leads, manage accounts, and generate reports to optimize the sales process.
- Delivered compelling product presentations and demonstrations that highlighted key features and benefits, leading to a 95% conversion rate.
- Collaborated with marketing and product development teams to create promotional materials and campaigns that drove brand awareness and sales.
- Trained and mentored new team members on sales techniques, product knowledge, and customer service best practices.