



# Shubham Rajbher

Results-focused commercial sales professional with hardworking style, proactive mindset and persuasive communication skills. Accomplished in prospecting, customer acquisition and account development for maximum profits. Always seeking out new sales opportunities and driving revenue growth.

## CONTACT

- Leeds , Leeds , LS6 1NB
- 9586218089
- shubhamrajbhar20@gmail .com

## SKILLS

- Hard working
- Cash handling
- Billing
- Inside Sales
- Food preparation
- Computer knowledge

## LANGUAGES

English, Hindi :: C1  
Advanced

## HOBBY AND INTERESTS

Watch cricket match and I like comedy movies, spend some time on social media.

## EXPERIENCE

### Senior Sales Executive

**La pino'z** - Chandigarh , Chandigarh

- 06/2022 - 12/2023
  - Identified and solved problems impacting sales management and business direction.
  - Contacted customers to set-up appointments, monitor satisfaction levels and upsell additional offerings.
  - Managed customer relationships through consultative sales techniques to attain individual sales goals.
  - Contacted current and potential clients to promote, upsell and cross-sell products and services.
  - Showcased product features and benefits to drive sales.
  - Closed large sales to exceed quota and align with company targets.
  - Planned and coordinated product sales to exceed revenue projections and growth targets.
  - Applied processes and systems with proven results to increase customer satisfaction.

### Sales Executive

**Hamleys** - Chandigarh , Chandigarh

- 09/2018 - 05/2022
  - Closed large sales to exceed quota and align with company targets.
  - Managed customer relationships through consultative sales techniques to attain individual sales goals.
  - Planned and coordinated product sales to exceed revenue projections and growth targets.
  - Studied competitors to develop innovative selling strategies.
  - Converted cold leads to expand territory and negotiate profitable contracts.

### Food and Beverage Assistant

**Park plaza hotel** - Zirakpur, Punjab

- 07/2017 - 08/2018
  - Facilitated excellent customer experience by providing friendly, attentive and proactive customer service.
  - Completed daily opening and closing checklists to maintain standards and ready dining rooms for service.
  - Greeted new customers, answered initial questions and took drink orders.
  - Took orders, using effective upselling techniques to increase customer interest in additional products.
  - Delivered exceptional, friendly and fast service to process high volume of food and drink orders at peak times.
  - Assisted kitchen with food preparations, making basic orders and plating snacks.
  - Retained knowledge of current menu selections for accurate, reliable customer guidance.
  - Monitored inventory levels, promptly ordering low-stocked supplies and ordering extra for busier periods.

## EDUCATION

07/2014 - 06/2017

**Bachelor of Science Hotel and hospitality**

**Institute of Hotel management Shimla** - Shimla, Himachal Pradesh