



Padamjit Singh Bedi

Sales And Marketing Professional

Contact

Address

Mohali, India 140301

Phone

9914503168

E-mail

MrPadamjitsinghbedi@gmail.com

Performance-oriented Sales Leader offering exceptional record of achievement over [15]-year career. Tenacious manager with strategic and analytical approach to solving problems, bringing in customers and accomplishing profit targets. Talented in identifying and capitalizing on emerging market trends and revenue opportunities. Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition. Successful at improving sales procedures to streamline and strengthen processes. Multifaceted leader with analytical and diligent approach to building and leading strong teams.

Work History

2017-12 -

Current

Technical Sales Manager

Alfa It Services, Mohali, PB

- Managed order cycle to enhance business development
- Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals.
- Developed strategic relationships with key suppliers and clients to foster profitable business initiatives.
- Coached employees in successful selling methods and encouraged cross-selling to drive revenue. Increased Sales volume and average sales ticket size
- Held weekly meetings with director to identify techniques to overcome sales obstacles.

2015-08 -

2017-07

Technical Sales Manager

Tech Roger Experts, Mohali

- Developed strategic relationships with key suppliers and clients to foster profitable business initiatives. **I helped company open business associates overseas which helped company in saving Operating Costs by 17%..**
- Increased monthly gross sales of team from **\$22000 to \$80000** and exceeded goals for sales, revenue and profit margins.
- Increased total company revenue by 150% by working closely with sales and Technical support to provide customers with utmost satisfaction of

their issue which helped in repeated customers and Upsells.

- Coached employees in successful selling methods and encouraged cross-selling to drive revenue.

2013-11 -
2015-07

Technical Sales Representative

Tech Roger Experts, Mohali

- Collaborated with customers and asked questions to assess needs and budgets.
- Furnished customers with exemplary service, helping build lasting, lucrative partnerships and bringing in higher sales numbers.
- Recommended Products and Services and explained features and costs to help customers make educated buying decisions.
- I managed over 50 Customer calls per. day while maintaining the minimum call AHT

2006-09 -
2012-11

Customer Care and Sales Representative

Dell Technologies, Mohali

- Resolved problems, improved operations and provided exceptional service.
- Devoted special emphasis to punctuality and worked to maintain outstanding attendance record.
- Carried out day-to-day duties accurately and efficiently.
- Increased customer satisfaction by resolving issues.
- Worked with customers to understand needs and provide excellent service.
- Led projects and analyzed data to identify opportunities for improvement.

Education

2007-07 -
2010-09

GED

Indian School of Business Management - Pune