

SHAH PRATIK

■ B2 Adarsh nagar Near Shreeji Complex Bhestan Surat , Gujarat 395023 ■ 9173298876
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PROFESSIONAL SUMMARY

Entrepreneurial Sales Executive with excellent business acumen and proven history of driving technical sales and revenue growth. Friendly and outgoing with natural ability to build key relationships through communication, customer service, and negotiation skills. Successfully leads and motivates teams to execute business opportunities and close sales in fast-paced environments with tight deadlines.

Driven and motivated Sales Engineer with exceptional consultative sales skills to help customers solve technical problems. Offering strong work ethic and track record of building loyal customer relationships.

SKILLS

- Pre-sales support
- Requirements management
- Lifecycle management
- Field consulting
- Technical consulting
- Negotiation skills
- Relationship Building
- Microsoft Office Suite
- Formal presentation skills
- Needs analysis
- MS Outlook proficiency
- Proposal Development
- Operational Improvement
- Budgeting
- MS Office
- Customer retention
- Inventory Management
- Research
- Strategic Planning
- Operations management
- Project Management
- Technical Support
- Recordkeeping
- Database Management
- Consultative sales techniques
- Compliance reviews
- Time management
- Administrative support
- Data Analysis

WORK HISTORY

AREA SALES EXECUTIVE 01/2022 to Current

Global Technologys Surat,Gujarat

- Analyzed marketing data, including market trends, competitor performance and product strengths
- Submitted monthly reports, including booking forecasts, monthly highlights and CRM entries
- Supported market research activities, including metrics and requirements development and risk management

- Prepared cost estimates by studying customer documents and consulting with project managers
- Recommended changes, improvements or deletions in products according to customer feedback
- Identified sales opportunities by assessing environment and devising and implementing winning strategy
- Attended trade shows and seminars to promote products and learn about industry developments
- Developed and implemented pursuit plans for all opportunities with assigned key accounts
- Maintained excellent attendance record, consistently arriving to work on time
- Resolved conflicts and negotiated mutually beneficial agreements between parties
- Completed clerical tasks such as filing, copying and distributing mail
- Developed team communications and information for [Type] meetings
- Participated in meetings to discuss new [Type] opportunities
- Supported needs of [Job title]s with skill and efficiency
- Contributed to team results in fast-paced [Type] environments
- Operated [Type] and [Type] machines to safely move [Type] and [Type] materials
- Learned how to complete [Task] and [Task] with minimal supervision, contributing to successful [Result]
- Performed administrative duties, including [Task] and [Task]
- Worked with [Type] customers to understand needs and provide [Type] service

SALES EXECUTIVE 1/2018 to 01/2020

Global Technologys Surat Gujarat

- Prepared cost estimates by studying customer documents and consulting with project managers
- Attended trade shows and seminars to promote products and learn about industry developments
- Gained customer acceptance by demonstrating cost reductions and operations improvements
- Reviewed all customer inquiries to understand project scope while managing internal disciplines to compliantly respond
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues and recommending courses of action
- Submitted monthly reports, including booking forecasts, monthly highlights and CRM entries
- Analyzed marketing data, including market trends, competitor performance and product strengths
- Provided technical troubleshooting and problem solving for clients with installed equipment/system issues
- Recommended changes, improvements or deletions in products according to customer feedback
- Identified sales opportunities by assessing environment and devising and implementing winning strategy
- Managed technical integration, systems engineering program management, customer support and program management

- Drove operational improvements which resulted in savings and improved profit margins
- Followed all policies, regulations, dress codes and schedules
- Resolved [Type] problems, improved operations and provided exceptional client support
- Increased customer satisfaction by resolving [Product or Service] issues
- Promoted company products and services, including [Product or Service] product and [Product or Service]
- Developed and delivered product demonstrations and presentations
- Identified and supported resale opportunities to achieve sales plans
- Recommended tradeshow participation to foster growth within key accounts
- Developed and implemented pursuit plans for all opportunities with assigned key accounts

SALES EXECUTIVE 01/2011 to 12/2016, Katariya Ceramic Surat,Gujarat

- Submitted monthly reports, including booking forecasts, monthly highlights and CRM entries
 - Supported market research activities, including metrics and requirements development and risk management
 - Managed technical integration, systems engineering program management, customer support and program management
 - Provided bookings forecast inputs for all product opportunities within assigned accounts
 - Provided technical troubleshooting and problem solving for clients with installed equipment/system issues
 - Attended trade shows and seminars to promote products and learn about industry developments
 - Reviewed all customer inquiries to understand project scope while managing internal disciplines to compliantly respond
 - Gained customer acceptance by demonstrating cost reductions and operations improvements
 - Contributes to sales engineering effectiveness by identifying short-term and long-range issues and recommending courses of action
 - Prepared cost estimates by studying customer documents and consulting with project managers
 - Identified sales opportunities by assessing environment and devising and implementing winning strategy
 - Developed and implemented pursuit plans for all opportunities with assigned key accounts
 - Recommended changes, improvements or deletions in products according to customer feedback
 - Organized racks and shelves to maintain store visual appeal, engage customers and promote specific merchandise
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Additional Information

PERSONAL DOSSIER

Date of Birth: 10th June 1992

Languages Known: English, Hindi, and Gujarati

Permanent Address: Surat Gujarat

Total Experience: - 5.5+ years

Notice Period: In a month

Current Location: Surat

Preferred Location: Surat

Current CTC: 2.64 Lakh per Annum

DECLARATION: I hereby declare that the information furnished above is true to the best of my knowledge