

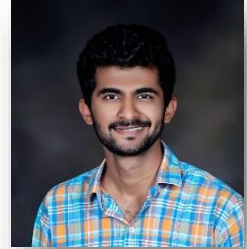
SHUBHAM SUNIL KUMBHAR

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CAREER OBJECTIVE

A dynamic and energetic individual who is polished and professional in both appearance, personal interaction and all communications. Ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations client needs assessments and the development of technical specifications. Looking for a suitable position with a company that is well established and outperforming the market.

PROFESSIONAL & WORK EXPERIENCE

COMPANY PROFILE:-

Just Dial LTD.

DESIGNATION:- Certified Internet Consultant(Sales)

WORK PROFILE:-

- Dealing with B2B,B2C.
- Responsible for selling the company's products, responding to clients' queries and providing advice and support on a range of product related issues.
- Market awareness products and expertise.
- Demonstrating how a product meets a client's needs.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing sales support during virtual and on-site client meetings.
- Conveying solution benefits to both business and technical audiences.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Delivering presentations and demos to audiences.

- Maintaining existing, long-term relationships with customers.

INDIAMART INTERMESH LTD.

- Research economy volatility, consumer interest, seasonality, and forecasting reports to develop sales goals that are realistic and measurable.
- Oversaw a team of 10 sales representatives and three sales managers to ensure goals were being met, integrity was maintained, and protocols were being followed.
- Motivated the team to work together to exceed quotas by nearly 15-20% each quarter through enthusiastic trainings, competitive incentives, and consistent follow up on individual progress.
- Facilitated the success of sales representatives by carefully surveying an area, identifying leads, and customizing the product pitch to align with demographic challenges.

PVK AGRO PRODUCTSS

- Visit local grocery stores and food distributors to arrange for product dispersal.
- Communicate with current clients to discuss number of sales, customer satisfaction, and future contracts.
- Draft reports of product sales and revenue to present to company executives
- Travel to stores and food expos to set up a booth providing samples and information for new products.
- Researched and learned company products, their nutrition benefits, price, ingredients, etc., to be prepared for customer questions.
- Spoke with potential clients to educate them about the product and convince them to invest in the company.
- Compiled sales reports and client contracts.
- Worked to achieve a certain number of sales on a monthly basis.

WORK EXPERIENCE

- **Just Dial LTD.** (Date of Joining 25/06/2018 -Date of Reliving 23/06/2020)
- **INDIAMART INTERMESH LTD.** (Date of Joining 01/01/2021 -Date of Reliving 25/06/2021)
- **PVK AGRO PRODUCTSS** (Currently Working)

EDUCATIONAL QUALIFICATION

Sr. No	Institute	Course	Examination	Percentage	Year
1	KIT' s College of Engineering	Production Engineering	Shivaji University	65.88%	2018
2	New Polytechnic,	Automobile	MSBTE	72%	2014

	Kolhapur	Engineering			
3	Tavanappa Patane High School, Kolhapur	High School	SSC	74.73%	2010

TRAINING & WORKSHOP:-

- Successfully Completed **Barclays Training Programme**

COMPUTER SKILLS:-

- MS-Office

LANGUAGES:-

- **English-** Speak fluently and read/write with high proficiency.
- **Hindi-** Elementary proficiency.
- **Marathi-**Native.

STRENGTHS:-

- Forward-looking
- Systematic and comprehensive problem-solving ability.
- Spirit of competition & good team player.
- Prepare and deliver executive level presentations.

AREA OF INTEREST

- TRAVELING
- COMMUNICATIN SKILLS
- TEAM BUILDING

OTHER DETAILS

- **Date of Birth-**19/02/1995
- **Marital Status** – Unmarried
- **Sex**– Male

The above-mentioned information is true and correct to the best of my knowledge and belief. If I am selected and given a chance to serve in your esteemed organization I shall prove my best.

- Place:
- Date:

“Yours faithfully”

(SHUBHAM SUNIL KUMBHAR)