



SUMMARY

A Sales Team Leader oversees and guides a group of sales representatives to meet and exceed sales targets. They play a crucial role in motivating, training, and coaching team members to improve their sales techniques and customer interactions. Additionally, they often collaborate with other departments to develop effective sales strategies, analyze market trends, and identify potential growth opportunities. Sales Team Leaders also typically handle administrative tasks such as performance evaluations, scheduling, and reporting to upper management. Overall, their goal is to drive revenue and ensure the success of the sales team while maintaining high levels of customer satisfaction.

EDUCATION

Park College of Engineering

Bachelor's of Engineering in EEE
2016 – 2020

Bharathi Matric Higher Sec School

Higher Secondary Certificate
2014 – 2016

SKILLS

- Strong market research and analysis abilities
- Effective networking and relationship-building skills
- Strategic thinking and problem-solving capabilities
- Sales and negotiation expertise
- Leadership and team management proficiency
- Adaptability and flexibility
- Financial literacy and budget management skills
- Project management abilities
- Customer-centric approach

AWARD AND ACHIEVEMENT.

In recognition of my dedication and performance excellence, I was honored with the “TITLE OF BEST EMPLOYEE of the Season at SBI Cards” for my outstanding contributions during the challenging period from January to April 2024. Despite market downturns, I consistently delivered high dispatch numbers, showcasing my resilience, adaptability, and commitment to achieving exceptional results. This acknowledgment underscores my ability to thrive in dynamic environments and reinforces my dedication to excellence in all endeavors.

PROFESSIONAL EXPERIENCE

Team Leader

SBI CARDS | June 2023 – May 2024

- Provide effective leadership and guidance to a team of over 15 executives, ensuring their success in achieving individual and collective goals.
- Monitor and evaluate the performance of team members, tracking key metrics and KPIs to identify areas for improvement and optimize productivity.
- Manage resource allocation and workload distribution within the team, ensuring optimal efficiency and productivity

Admission Executive Manager

Bharathi Institute | July 2022 – Dec 2022

- Lead and supervise a team of 25 Admission Executives responsible for securing admissions through Telesales processes.
- Develop and execute sales strategies to achieve monthly admission targets set by the organization.
- Continuously assess and refine telesales processes to enhance efficiency, effectiveness, and customer satisfaction.

Admission Executive

Bharathi Institute | May 2020 – June 2022

- Engage with prospective students and their families through outbound and inbound calls, emails, and other communication channels.
- Assist applicants in completing admission applications accurately and efficiently, ensuring all required documents and information are submitted in a timely manner.
- Work towards achieving individual and team admission targets set by the Admission Manager or departmental leadership