



# Lalit Joshi

Assistant Manager

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## INTRODUCTION

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Looking for an opportunity to sharpen and learn new skills to benefit the organization. I have a total of **9+ Years of Experience** in diverse areas of Sales and Business relationship management. I have completed BE (E&TC) from ICE, Jalgaon with First Class Passing marks.

## SKILL SET

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Sales | Lead Generation | Cold Calling | Customer Relationship Management | Target Achievement | Gathering Customer Requirements | Strategize Sales | Training | Leading meetings | Negotiation | Client retention | Prospecting | CRM | Networking

## WORK EXPERIENCE

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**April 2018 to Present**

**Assistant Manager**

**Bafna Technologies- Automotive**

Pune, Maharashtra

- Leading the Dept (Lead management team) to generate a potential client for company
- Training, motivating & leading the team from front.
- Major focus on UIO(UNIT IN OPERATIONS) customer of company.
- Assist existing customer of organization with timely updates of new product.
- Evaluate employee performance and identify hiring and training needs
- Track the team performance monthly. prepare monthly sales report submit
- Coordinate with different sales team daily to ensure more n more business
- MIS activity, sales report, sales analysis, bulk Sms posting etc

**Feb 2016 – Feb 2018**

**Sales & Business Development Manager**

**KONVERSE**

Pune, Maharashtra

- Lead Generation using Facebook, LinkedIn, Twitter, Instagram etc
- Onboarding businesses on the Konverse Platform (B2B) for marketing
- Primary role is to achieve sales target through various segments of customer

- Generate a new software client by selling them new product.
- Called the potential customer from the lead provided from company
- Maintain the good and healthy business relations with existing customers.
- Generate a new leads from future business perspective.
- Motivate, trained and inspire junior sales team for more business.
- Study and analyze customer requirement for meeting the need of the customer for enhance sales.
- Generate a new customer data base for sales and assist the old customer and extract referrals from old customers.
- Negotiates and closes sales deals by agreeing the term and condition with customer, Provide quotations as per demand of customer.
- Preparing and submitting regular management monitoring report, sales report, customer feedback, junior sales report to sales manager.
- Show value proposition in the product segment to the customer and convince them to buy the product from our company.

**March 2015 – Feb 2016**

**Senior Relationship Manager**

**AVIVA INDIA**

Pune, Maharashtra

- Mainly achieved sales target through various customer segments
- Generated new customer base by selling them insurance product
- Maintained better and healthy business relations with the existing customers
- Trained, Motivated and inspired junior sales team

**Nov 2013 – July 2014**

**Jr Engineer**

**FLEXTRONICS**

Pune, Maharashtra

- Worked on various active, discrete, passive components
- Collected data from manufacturers for various parts of the components
- Worked on procedure documentation, ROHS compliance
- Strong experience in Bill of Material & Component lifecycle management
- Worked on PCB & Circuit designing

**July 2008 – Dec 2012**

**Sales & Service Associate**

**JSR TECHNOCORP**

Pune, Maharashtra

- Sales in B to B and B to C environments with tactical plans
- Responsible for achieving a profit and sales target

- Study and gather customer requirements to lead them to close the sales by support and negotiations.
- Retain old customers by assisting them
- Generate leads from referrals from existing customers
- Trained, Motivated and inspired junior sales team

Regards,  
**LALIT JOSHI**