REGIONAL S A L E S M A N A G E R

Sales professional with 6 + years of industry experience. Exposure across wide spectrum of areas like end to end sales cycle, customer service, up selling, cross selling, team handling, strategic decision making. Envisaged cost optimization, alternate revenue source generation through thorough market research, industry trends and executed the strategies with expected results. Possess articulate communication skills with trilingual fluency in English, Hindi and Telugu as well as a naturally personable attitude to quickly establish positive work relationships with professionals of all levels.

**P R O F E S S I O N A L E X P E R I E N C E**

## CORSALITE EDUCATION PRIVATE LIMITED HYDERABAD

***Regional Sales Manager Dec 2018 – Oct 2021***

* Leading a team of Business Development Associates.

# Identifying and maintaining a list of prospective clients in line with short- & long-term sales targets.

* Collaborating with sales leadership and channel partners to secure, retain, and grow accounts.
* Generating business from new accounts and developing them to scale.
* Gaining expertise on the cloud technology platform & creating informative product presentations.
* Leading sales meetings with prospective clients with product presentations.
* Representing the company at industry exhibits, trade shows, and conferences.
* Responding to client requests for proposals (RFPs) and following up the accounts to closure.
* Researching potential leads from business directories, web searches, or digital resources.
* Qualifying leads from digital campaigns, conferences, references, tradeshows, etc..
* Meeting all quotas for cold, active, inactive calls, appointments, and interviews.
* Maintaining a pipeline of all sales administration, collaborating with management on sales goals, planning, and forecasting.

## X- SEED EDUCATION PRIATE LIMITED HYDERABAD

***Sales Manager Aug 2016 – Nov 2018***

* Leading a team of Education Associates in various markets
* Responsible for strategy road map and sole responsibility of dissimilar regions of the market
* Handling 4 categories of clientele namely A, B, C and D (categorized depending on their business outcome)
* Establishing a new category (A+) of clients
* Leveraging extensive knowledge of varied skills of team and deploying them accordingly
* Analyzing the key metrics to be tracked down based on seasonal cycle (conversion vs Engagement)
* Planning and implementing the marketing initiatives to engage the potential clients and allocating the budget in a balanced manner
* Coordinating with the implementation team to maximize the conversion
* Delegating work to team mates and empowering them with all the necessary skills, processes and instruments
* Handling entire account of premium ( A+ ) clients including sales, post sales , up sell, commercials, logistics follow up, conflict resolution, etc.

**FLATS 4 ME .**  **BANGALORE, IND I A**

***Team lead BDM Jan 2014 – Jul 2016***

* Lead the sales of sister related companies ( Wiglee, Rasoiya )
* Lead a team of 6 marketing associates
* Collection of clients data
* Incorporated a training module and have trained new employees on the same
* Devised the incentive plan for all the marketing and sales employees
* Established B2B business wing of the organization
* Talent acquisition
* Been part of the policy making team and have introduced new set of internal work policies

***Certifications***

**T E C H N I C A L A C U M E N**

Microsoft Windows XP, 7, 8  Microsoft Office Suite 2003 and 2010  CAM 350  Master CAM  CAPP+  PLEX ERP AutoCAD  Pro/ENGINEER  Vismockup  Factory CAD  SAP Production Planning and Material Management,  MCS  ODS 

Caterpillar HVC (2D)

## MY R O L E S AND R E S P O N S I B I L I T I E S

* Dealing with Clients
* Direct handling of project award to the company
* Business development

**E D U C A T I O N A N D C R E D E N T I A L S**

***Master’s in Business management in Finance, 2014*** Mysore University, Bangalore, Karnataka, India ***Bachelor of Technology in ECE,*** *2012*

Jawaharlal Nehru Technological University  Hyderabad, Andhra Pradesh, India

## H O B B I E S AND P E R S O N A L A T T R I B U T E S

***Languages Known:*** *Urdu, English, Hindi, and Telugu.*

***Hobbies:*** *Current affairs, travelling, Learning Languages*

***Strengths:*** *keen listener, Quick learner, Positive Attitude, Responsible*

## P E R S O N A L P A R T I C U L A R S

***Date of Birth****: 7th JUNE 1991*

***Permanent Address:*** *11-20-10/106, HUDA COMPLEX, SAROOR NAGAR, HYDERABAD. 500035*

### I declare that the information given above is true to the best of my knowledge.

***SYED HABEEBULLA***