

SHANAYA SACHIN NAIK

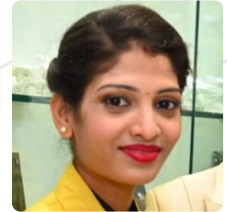
Operations and Sales Manager

📞 7264027736

🌐 -

✉ Shanayanaik9632@gmail.com

📍 Talaulim



SUMMARY

With a decade of experience in Sales and Operations, I bring a proven track record of driving results and exceeding targets. My unique strengths lie in strategic planning, team leadership, and a keen ability to adapt to evolving market dynamics. Passionate about creating impactful solutions, I am dedicated to optimizing processes, enhancing customer relationships, and maximizing profitability. My career journey has equipped me with the skills to streamline operations, nurture high-performing teams, and deliver exceptional customer experiences. I am excited to leverage my expertise to make a significant contribution to the Company and excel in the given role.

EXPERIENCE

Senior Sales Executive

Mr. Farmer India Pvt.Ltd

📅 06/2023 - Present 📍 Mapusa-Goa

Company Description

- In my role as Senior Sales Executive at Mr. Farmer India Pvt Ltd, I am a pivotal force in our sales department, specializing in the dynamic realm of landscaping. With a keen focus on results, I harness my extensive experience to lead sales initiatives. My responsibilities encompass forging valuable client relationships, meticulously understanding their needs, and delivering tailored solutions that align with our landscaping offerings. I consistently surpass sales targets, underpinned by a deep understanding of our products and industry trends. My collaborative approach enhances our team's performance, contributing significantly to Mr. Farmer India Pvt Ltd's growth and prominence in the landscaping sector.

Sales and Operational Manager

Antaraa Diamonds & Gold

📅 08/2016 - 05/2023 📍 Ponda-Goa

Company Description

- As the seasoned Sales and Operations Manager at Antara Diamonds & Gold, I bring extensive experience to the table. My role encompasses a harmonious blend of sales leadership and operational finesse. With a proven track record, I craft and execute high-impact sales strategies, consistently surpassing revenue targets. My forte lies in nurturing robust client relationships, ensuring satisfaction, and fostering enduring partnerships. In terms of operations, I optimize efficiency and reduce costs through streamlined supply chain logistics, inventory management, and process enhancement. My unwavering commitment, coupled with a deep understanding of both sales and operations, propels Antara Diamonds & Gold toward sustained growth and prosperity.

LANGUAGES

English

Native



Hindi

Native



Marathi

Native



Konkani

Native



SKILLS

Automation

Customer Relationship Management

financial analysis

Team Leadership

Operations

Problem Solving

Sales

Marketing

Communication skills

EXPERIENCE

Sales Executive

Pankaj Tiles

📅 12/2014 - 01/2015 📍 Dhavali, Ponda-Goa

Company Description

- I excel as a Sales Executive at Pankaj Tiles, driving revenue growth through adept sales strategies. My role involves the proactive identification of new sales opportunities within the competitive tile industry, coupled with the nurturing of client relationships and tailored solutions. Consistently surpassing sales targets is a testament to my performance. My deep product knowledge ensures effective customer guidance and staying ahead with industry trends for innovative solutions. Customer-centricity is at the forefront, providing exceptional service to foster lasting partnerships while managing sales documentation efficiently. As a Sales Executive, I am dedicated to enhancing Pankaj Tiles' market presence, underpinned by results and product expertise.

Office Assistant

Vishal Construction

📅 02/2011 - 02/2013 📍 Ponda

Company Description

- As a Office Assistant i was Proficient in administrative tasks and operations management. Skillfully handle communication, scheduling, and document organization. Ensure office supplies and equipment are readily available, optimizing costs. Maintain a clean and efficient workspace, facilitating employee onboarding. Expertly manage logistics like travel and events. Collaborate across teams to enhance operational efficiency. Proven ability to excel in a fast-paced office environment, contributing to organizational success.

EDUCATION

HSSC

St. Thomas Higher Secondary School,Aldona

📅 05/2010 - 05/2012

Diploma in Stenography

Industrial Training Institute,Mapusa

📅 06/2012 - 06/2013

Diploma in Office Automation

NEARinfotech India Ltd

📅 06/2012 - 06/2012

Sacretarial Practice

National Council For Vocational Training,Ministry of Labour & Employment,Government Of India

📅 07/2013 - 07/2013

Computer Course

National Institute of Electronics and Information Technology (NIELIT),Mapusa-Goa

📅 08/2013 - 06/2013