



HIMANSHU

New Delhi
8802591221
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Analytical, strategic-thinking and meticulous sales professional with over 4 years of comprehensive experience in relationship-building, partnership cultivation, top account retainment and profit channel growth. Self-motivated leader with expertise in expanding network connections, persuasively introducing products, implementing pricing models, inventory control and projections, vendor relations and territory development. Talented at identifying customer needs to deliver effective solutions.

WORK EXPERIENCE

Sales Manager

05/2016 to 05/2021

MUDRA INFOLINE PRIVATE LIMITED

Nashik, Maharashtra

Monitored customer buying trends, market conditions and competitor actions to adjust strategies and achieve sales goals. Maintained relationships with customers and found new ones by identifying needs and offering appropriate services. Held weekly meetings with juniors and the seniors to identify techniques to overcome sales obstacles. Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies. Coached employees in successful selling methods and encouraged cross-selling to drive revenue. Organized promotional events and interacted with community to increase sales volume.

Private Tutor

02/2012 to Present

Freelancer

New Delhi

Used positive reinforcement, repetition and review to help students master challenging material. Collaborated with students to complete homework assignments, identify lagging skills and correct weaknesses. Planned and facilitated tutoring workshops for student groups on subjects of interest. Met with students and discussed educational goals and expectations. Made lessons interesting and engaging using art and visual aids to bolster learning. Generated reports and provided feedback to students, supporting personal learning and development. Collaborated with parents to create tutoring sessions appropriate for student's age, learning preference and learning style.

SKILLS

Sales processes, Business Development and Planning Product and Service, Sales Goals and Performance, Verbal and written communication, Time management, Staff Management Relationship building, Coaching and mentoring

EDUCATION

PGDAV College

Bachelor's
B.COM(HONS)
University of Delhi

IGNOU

Master's
PURSUING
DELHI

ADDITIONAL INFORMATION

Musical Education

Sangeet Prabhakar in Hindustani vocal and senior diploma in instrumental art from Prayag Sangeet Samiti, Allahabad.

1.Worked for DELHI DIRECTORATE(NCC WING) under MR. Santosh kumar and Mr. Manjit singh Owner of SAPTAKK KALA KENDRA ,NEW DELHI.

2.Composed Music for Prime Minister rally under MR. Santosh kumar and Mr. Manjit singh Owner of SAPTAKK KALA KENDRA ,NEW DELHI.

3.President of the music society of P.G.D.A.V college and organized college festival events.

HOBBIES: Book Reading, Teaching, Exploring new things, Music,

Language : English,Hindi