**ARJUN JADHAV**

**Mob.No.: 9321257090, 7694833874**

**Email: -nikolzen@gmail.com**

**Objective**

To secure an appropriate position , this will provide growth opportunities with effective utilization of my skill and experiences also the opportunity to learn more in professional Atmosphere.

**PROFILE**

* Have 2 yr experience of as sales executive at fleetguard filter khandwa (m.p.)
* Have 1Yr experience of Software Industry as sales executive.
* Fast Learning and Problem solving attitude.
* Able to Perform under pressure.
* Self-Motivated and an Excellent team player.

**MODULES COVERED –**

**Fundamental of computer-**

|  |  |
| --- | --- |
| **Software/ packages** | **MS Office. Photoshop, coral, PageMaker,** |
| Operating system | Windows , Dos. |
| **Technical Subject** | **CAD/ CAM/CIM** |

**CERTIFICATION**

* Awarded to datapro for DBMS 6 month cource

Training

Organization Name:- Sagar automobiles Pvt Ltd(authorized dealer of Mahindra and Mahindra ) Duration :- 15 days ( 29th Jul 2013 to 13 Aug 2013

**Project Undertaken**

Minor and Major Project:- “Solar Operated Home Made Air Conditioner For Ruler”

Team size:- 5 members

**Experience**

#.1 Company Name : Fleetguard filter Khanwa (M.P.)

Designation : SALES EXECUTIVE

( JAN 2014 –DEC 2016 )

#. 2 Company Name : Varian Software Technologies Pune

Designation : SALES EXECUTIVE

(FEB 2016 – JAN 2017).

**Responsibilities**

* Understanding customers diverse, specific business needs and applying product knowledge to meet those needs;
* Ensuring quality of service by developing a thorough and detailed knowledge of technical specifications and other features of employers’ system and processes and then documenting them;
* Cold calling in order to create interest in products and services, generate new business leads and arrange meetings;
* Identifying and developing new business through networking and courtesy and follow-up calls;
* Preparing and delivering customer presentations and demonstrations of the software, articulately and confidently;
* Marketing and promoting a portfolio of products by writing and designing sales literature and through attending industry events;
* Maintaining awareness and keeping abreast of constantly changing software and hardware systems and peripherals;
* Providing technical advice to customers on all aspects of the installation and use of the computer systems and networks , both before and after the sale ;
* Advising on software features and how they can be applied to assist in a variety of contexts such as accounting , manufacturing or other specialist areas;
* Meeting sales targets set by managers and contributing to team targets;
* Networking with existing customers in order to maintain links and promote additional products and upgrades;
* Handling hardware or software problems and faults and referring on to specialist technical colleagues
* Responding to tender documents writing proposals, report and supporting literature;
* Managing workload in order to organize and priorities daily and weekly goals;
* Contributing to team or progress meetings to update and inform colleagues.

**Education**

* B.E. (Mechanical Engg) RGTU UNIVERSITY TECHNOLOGY OF MADHYA PRADESH.
* H.S.C from Madhya Pradesh State Board.
* 10th standard from Madhya Pradesh State Board.

**Personal Details**

Fathers Name : Arjun Jadhav

Date of Birth : 02/03/1989

Gender : Male

Nationality : Indian

Language Known : English, Marathi, Hindi