

# Resham Agrawal

## Team Manager Sales

### AREAS OF EXPERTISE

*Increasing Sales & Margins*

*Developing Initiatives*

*Identifying Market Trends*

*Selling to Customers*

*Staff Management*

*Meeting sales goals*

*Online Marketing*

*Negotiation Skills*

*Creating Brand Awareness*

*Lead Conversion*

*Revenue Enhancement*

### PROFESSIONAL

*Advanced First Aid*

*Fluent in English, Hindi*

*Beginner in French,  
German*

### CONTACT

**9654692265**

**Resham.ahgrs20@gmail.com**

### PERSONAL SUMMARY

An experienced and effective Sales Manager having a good track record of increasing profitability and consistently raising the effectiveness of sales. I have excellent interpersonal and sales skills, and possess a great deal of enthusiasm, energy, and the ability to work in team. As hands on leader I always insert a great deal of personal attention and involvement into the execution of company operational programs and objectives.

### SALES ACHIEVEMENTS & CAREER HISTORY

**Visas Avenue Pvt. Ltd. – Nehru Place, New Delhi**

BUSSINES SALES MANAGER

Feb 2016 – FEB 2019

TEAM MANAGER

MAR 2019 - Present

Responsible for day-to-day interaction with clients and increase the productivity of the company by boosting sales.

#### **Responsibilities:**

- Monitoring the performance of the sales staff & addressing any shortcomings
- Coming up with solutions to tackle the activity of competitors
- Interacting with clients to check their eligibility seeking admissibility to Canada and Australia Permanent Residency and converting them to generate revenue
- Maintainin the objective of the company in accordance with superiors within defined timelines
- Ensuring that all staff treat customers in a friendly and polite manner and do everything in their purview to exceed a customer's expectations
- Collecting customer feedback in a courteous, efficient and timely manner

### **HCL TECHNOLOGIES**

JUNIOR ENGINEER

June 2015-Dec 2015

### KEY COMPETENCIES AND SKILLS

- Establishing action plans to drive the performance of sales.
- Developing productive relationships with work colleagues.
- Always monitoring new developments and rules in Immigration sector.
- Developing, initiating and maintaining complex filing systems.
- Analysing sales figures and forecasting future sales volumes to maximise profits.

### ACADEMIC QUALIFICATIONS

**Sharda University, Greater Noida**

**2011- 2015**

B.Tech – Electronics and Communication – 74%

Certifications: Labview CLAD certificate

**Ashok Hall Girls' Residential School, Majhkhali, Almora**

ISC (Science) – 72%

### PERSONAL DETAILS

**20/08/1992**

**169, Mount Kailash Apartment, East of Kailash, New Delhi  
– 110065**

**REFERENCES** – Available on request.

