





# ABHISHEK VADIKARI

## CONTACT

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## SKILLS

- Business development
- Up selling strategies
- Excellent communication skills
- Sales and market development
- Multidisciplinary team leadership
- Sales expertise
- Market intelligence

## LANGUAGES

English, Hindi, Telugu: First Language

## SUMMARY

Professional Sales Manager with over 5+ years of experience in sales industry. Establishing new business accounts to achieve sales goals. Excellent sales and marketing knowledge with advanced skills in market development and account retention.

## EXPERIENCE

**Sr Sales Manager, 07/2021 - 04/2023**

**Vadikari Realtors Pvt Ltd - Hyderabad, India**

- On Boarding New projects and maintaining a healthy relationship with respected persons who is taking care sales and accountants teams.
- Handling the team and monitoring there sales closely and helping them to reach there target MOM.
- Interacting with projects heads and administration person and discussing about the current market prices and taking there support to reach our sales targets
- managed the sales employees and counseld the employees based on there professional growth and productivity.

**Sr Relationship manager, 06/2019 - 05/2021**

**Proptiger services pvt ltd - Hyderabad, India**

- Successfully Managed a sales team of 2+ people to meet and achieve sales goals
- developed and implemented sales plans to expand customer base.
- presented sales revenue and targets reports to management team.
- researched competition and developed strategies to stand out as company against competitors
- monitored the performance of sales team members and worked to increase team moral and there revenues.

**Sr Sales manager, 01/2018 - 05/2019**

**American Express - Hyderabad, INDIA**

- Worked on company sales strategy with senior business team.
- Built long-lasting and extensive customer relationships by partnering with them and understanding their needs.
- Worked with customer service team on any client issues.

**Group Lead, 07/2016 - 12/2017**

**One99 communications (PAYTM) - Hyderabad, India**

- Planned daily group and individual activities, delegating tasks based on weekly and monthly targets.
- Ensured groups stayed productive, efficient and worked well as a team by coordinating regular team building activities.
- Managed employee onboarding by introducing them to the team, setting up relevant matters as needed and providing training.
- Maintained excellent employee relationships by going the extra mile to assist and sort their needs.
- Encouraged employees to achieve or exceed weekly goals by setting targets and implementing incentives, such as reward schemes.

## EDUCATION

**Bachelor of hotel management:** Hotel management, 2016  
**Pinnacle institue of hotel management** - Hyderabad, TG

**Diploma of Higher Education, 2013**  
**Sree Sandeepani Junior College** - Kamareddi, TG

**Secondary school certification, 2011**  
**Krishnaveni Talent School** - Kamareddi, TG

## HOBBIES

- watching & playing cricket
- listening music
- watching movies
- traveling