

NAME

Address

Phone, Email

SALES EXECUTIVE/ SALES MANAGER

Resilient sales professional with a track record of delivering strong results and quickly adapting to changing market demands and business conditions. Analyze prospect needs and develop influential business case for new products and services, using consultative selling skills to convey ROI and savings opportunities. Build and manage channel networks. Develop and implement sales and strategies. Coach and mentor teams, aligning sales activities worldwide with strategic goals.

PROFESSIONAL EXPERIENCE

COMPANY, Location, 2010-Present

Leading supplier of digital offset printing solutions for the communication and printing industries.

Account Executive: Develop relationships with key printing industry decision-makers in Mumbai and Gujarat, making the business case for company products via consultative selling. Analyze prospect business needs and present financial savings and ROI opportunities as well as product features. Direct channel partner relationships. Visit up to 20 accounts per week.

Key Accomplishments:

- Improved territory equipment sales 500%+ and consumable sales by over 600% during occupancy, achieving top-2 status in press sales despite industry weakness and economic challenges.
- Built productive dealer network in difficult territory, bringing 5 new partners on board; skilfully managed budget and consistently generated positive result in fading industry.
- Gained prospect trust by thoroughly analyzing business needs, and overcome barriers presented by credit status by tailoring offers to customer needs and expanding prospecting activities.

COMPANY, Location, 2005-2009

Printing industry hardware, software and product's company that was acquired in 2007; Graphic Arts annual sales of approximately Rs.3M.

System Sales Solution Manager: Managed territory sales, developing customer relationships and presenting company value proposition to drive new business. Implement and managed direct sales and dealer channels. Travelled extensively throughout assigned regions, analyzing customer requirements, making presentations and ensuring overall satisfaction.

Key Accomplishments:

- Achieved top sales designation in commercial division in the Western India, bringing on the most equipment and consumables customers.
- Managed sales and budgets for all graphics products after achievement, as the only former regional employee retained, and led the area in new product and equipment sales.

National Sales Manager (2002-2004): Led development of domestic joint marketing alliance as National Sales Manager, driving higher sales through stronger network.

Key Accomplishments:

- Consistently exceeded sales objectives, selling nearly a quarter of Platesetter Solution in India.
- Exceeded quota by 150% on profitable product sales by leveraging customer base.

“Willing to Relocate & Travel Extensively for Business”