

ABHISHEK KARAGWAL

SALES & CUSTOMER  
RELATIONS



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Nagar, Jaipur (Raj.)  
302039

## ABOUT ME

Highly skilled, detail-oriented professional with persuasive communication skills and a problem-solving attitude. Experienced as a customer service representative with the ability to develop meaningful relationships with consumers over the phone & visits.

Determined professional with 10+ years of experience in B2B & Channel Sales. Exceptional Communication, Interpersonal and Negotiation Skills. Strong leadership abilities and commitment to achieve sales quotas to drive the growth of company.

## EXPERIENCE

Commercial Bank of Dubai (Quantum Direct) – DUBAI | January 12, 2023 – Present

### Sales Representative

Responsible for offering credit card samples and catalogs to clients; educating them on the terms and use of the cards as well as the prices; and, present clients' credit card needs to the organization and proffer ways to meet them.

#### Products – Inhouse & Field Sales

- Credit Cards
- Current Account

Shanti Stores – JAIPUR | 2014 – 2022

### Sales Executive

Conducting market research to identify selling possibilities and evaluate customer needs. Actively seeking out new sales opportunities through cold calling, networking, and social media. Setting up meetings with potential clients and listening to their wishes and concerns.

#### Products – B2B & Institutional Sales

- Atlantis Hot Beverage Vending Machines
- Nescafe Clod Beverage Vending Machines
- HoReCa Products
- Partek Smart Cleaning Machines & Accessories
- Housekeeping Products

Godrej & Boyce Manufacturing Corporation Ltd – JAIPUR | 2012 – 2014

### Business Development Officer

Consultative, high-energy sales leader with expertise in relationship management and new business development. Able to negotiate and arbitrate difficult customer relationships. Self-directed, motivated, and meticulous sales professional with a robust entrepreneurial spirit.

#### Products – Institutional Sales & Channel Sales

- Godrej Hot Beverage Vending Machines

## EDUCATION

Diploma | 2011 – 2012

### Post Graduate Programme in Executive & Leadership

From: – SADHANA CENTRE FOR MANAGEMENT AND LEADERSHIP DEVELOPMENT  
Pune, Maharashtra, India

Graduation | 2008 – 2011

### Bachelor Of Business Administration (BBA)

From: – MAHARSHI ARVIND INSTITUTE OF SCIENCE AND MANAGEMENT  
Jaipur, Rajasthan, India

Higher Secondary | 2007 – 2008

### Commerce Stream

From: – EMMANUEL SR. SEC. SCHOOL, Bundi, Rajasthan, India

Secondary | 2005 – 2006

From: – EMMANUEL SR. SEC. SCHOOL, Bundi, Rajasthan, India

## SALES ACTIVITIES

Exhibitions | 2015 – 2019

### Participated As Exhibitor

- A Touch of Class
- Decor India
- IIF (India Industrial Fair)
- MSME Exhibitions (Ministry of Micro, Small & Medium Enterprise)

## Other Info

### Skills

Channel Sales, Direct Sales, B2B, Coordination, Leadership, CRM, Surfing, Bonding, Collection, Recruitment

### Interest

Social Media Explorer  
E-commerce Panel  
Basic Accounting  
Social Events  
Business Tours

### Languages

English, Hindi & Rajasthani

### Courses

Foundation of Project Management,  
Business Analysis & Process Management,  
Social Media Marketing,  
Professional Computer & Business Excel.

### Personal Information

Marital Status: Married  
No. of Dependents: 2  
Date of Birth: June 24, 1990  
Passport No: P3836022  
UID No.: 270587403931  
Driving Licence: Yes - 2 & 4-Wheeler