

Pramod Kumar Saini

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OBJECTIVE

Enthusiastic team player with 2.5+ years of sales experience, eager to conquer the target line with in turnaround time. Utilizing my persuasive communication skills, and implementing effective sales strategies to contribute to the growth and success of the organization.

EXPERIENCE

HINDUJA LEYLAND FINANCE

Sales executive

Sep'23-Present

Jaipur, IN

Responsibilities:

- Enhanced customer satisfaction and engagement through exceptional service delivery
- Achieved and consistently exceeded service quality and turnaround time targets, fostering strong customer trust and loyalty
- Maintained a high standard of professionalism and integrity, consistently adhering to ethical sales practices and company policies
- Drove significant two-wheeler loan growth, surpassing sales targets by effectively identifying and converting potential customer leads

SMARTSHIFT LOGISTICS PVT LTD(Porter)

Trainee Business Associate

Feb'23- Sept'23

Jaipur, IN

Responsibilities:

- Build favorable business relationships with assigned customers and actively manage all the opportunities to grow and expand business with them.
- Work closely with sales team to ensure all customer requirements are clear, quotes created accordingly, sent on time, and followed up for conversion
- Developed new marketing strategies and guidelines that have been implemented to increase sales.

NYKAA

Business development executive

June'22-Sept'22

Jaipur, IN

Responsibilities:

- Liaised with customers to determine needs and provide recommendations

- Mentored employees in successful selling techniques and encouraged cross-selling additional products and service
- Successfully added additional products on customer orders by skillfully upselling according to client needs
- Conducted thorough market research and analysis to identify new business opportunities, target key accounts, and develop strategies to penetrate new markets
- Provided feedback and insights from customer interactions, contributing to the enhancement of products and services

EDUCATION

- 10th - Jhunjhunu Academy sr. sec. School, Jhunjhunu
- 12th - Tree House sr. sec. School, Jhunjhunu
- Graduation - B.SC, Jaipur National University, Jaipur

AWARDS & ACKNOWLEDGEMENTS

- Awarded as Best Sales Executive once in a span of 1 year by generating more than 200% of revenue target.

SKILL

- Sales with Business Development
- Communication & Negotiation Skills
- Presentation Skills
- Market Research
- Customer Service & Relationship Management
- Time Management
- Team player

Additional Information

- Father's Name: RAM SINGH SAINI
- DOB: 10-06-1998
- Languages Known: English, Hindi
- Address: Chechi Bhawan, Plot No. 13, Pooja Vihar, Sirsi Road, Jaipur, 302034