**Name - Aashish Ghorpade**

**Mobile - +91-8668987316**

**Mail ID -** ashish.ghorpade0909@gmail.com

Address - A-1007, Ira Housing Society, Undri, Pune - 411060.

Career Objectives :-

To seek challenging assignment and responsibility, with an opportunity for growth and career advancement as successful achievements.

Education:-

|  |  |  |  |
| --- | --- | --- | --- |
| Class | Board / University | Year Of Passing | Percentage |
| SSC | Maharashtra Board | 2010 | 58% |
| HSC | Maharashtra Board | 2012 | 58% |
| B.Com | Sinhagad College | Appeared | - |

Hobbies :-

* Listening Music.
* Swimming
* Bike Riding
* Acting

Personal Details :-

Date of Birth - 6th July 1993

Place of birth - Pune, Maharashtra.

Age - 25

Sex - Male

Height - 5''4

Civil Status - Single.

**Profile Summary** :-

* Expertise in Team Handling.
* Expertise in Handling big corporate clients.
* Expertise in handling end to end sales operations right from lead generation to lead closure.
* Understanding the Industry trends in the Telecom & Retail sector and the Industry dynamics.
* Excellent verbal and written communication for effective handling of Customer queries.

**Professional Experience** :-

**Swipe Technologies Private Limited Mar 2014 – Feb 2018**

**Ex – Sales and Operations.**

Roles and Responsibilities :-

* Converting walk-in leads into sales provided by the company.
* Arranging field visits and meeting clients for corporate sales.
* Maintaining strong and cordial relationships with corporate level sales team and marketing team.
* Providing excellent support and service to customers and team.
* Providing new product, sales promotions materials, product demo to sales team and marketing team on time to time basis.
* Responsible for obtaining profitable results through the sales team by developing the team through motivation, counselling, skills development and product knowledge development.
* Help to improve business by co-ordinating with internal + external sales activities.

**Swipe Technologies Pvt Ltd.**

**Designation: Ex-Operations ( Sales + Marketing)**

**Duration : Mar 2014 to Feb 2018**

**Process :-**

* Co-ordinating with sales and marketing team to supply goods/product, materials on time.
* Sending demo stock to sales and marketing team and helped improving business.
* Co-ordinating with courier services for product supply and import+export.
* Handled 50% of the logistics to move stock across india.
* Billing day to day total sales and reporting to ground management.

**Bajaj Capital Insurance broking Pvt Ltd**

**Designation:- Ex – Sales**

**Duration :- Dec 2012- Mar 2014**

**Process :-**

* Converting walk-ins and company leads into sales in branch.
* Helping walk-in customers to pick right product for their family.
* Visiting hospitals, private/govt companies and selling corporate plans.
* Did an extensive Research on Life Insurance, business insurance and health insurance.
* Making reports for TATA,ICICI,HDFC,Bharti AXA, ING and analyzing their products and co-ordinate with branch Managers accordingly.
* Planning monthly sales with team and understanding the need of customers and helping to pick up the best product for them.
* Planned various marketing initiatives like tie-ups with different clubs, so as to send mailers and Sale invitations to their privileged members.

**Nyasa Enterprise (iVenus Apple Store)**

**Designation : Sales Expert**

**Duration : Aug 2017 to Aug 2021**

**Process :-**

* Handling walk-in customers and help choose perfect product.
* Calling customers for bulk deals with the help of walk-ins data.
* Visit clients office or workplace for further business opportunities.
* Handling samples and catalogs for enquiries.
* Billing day to day total sales and reporting to ground management.

Declaration :- I Hereby declare that all the statements and informations given above by me in this application are correct and complete to the best of my knowledge.

Date :- Signature :-