

Sumesh Sunil Parkar

5+ Yrs. Exp.
Gujarat

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SUMMARY

Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client acquisition. Successful aim proving sales procedures to stream line and strengthen processes. Multi-faceted leader with analytical and diligent approach to building and leading strong teams.

Hardworking and driven sales management professional equipped to revitalize sales operations and align procedures to maximize profits and client Acquisition. improving sales procedures to stream line and strengthen processes.

Multifaceted leader with analytical and diligent approach to building and leading strong example.

KEYSKILLS

Sales communications Market-Focused Sales

Strategy Direct Marketing Communication skills

PROFESSIONAL EXPERIENCE

FreeLancer. Aug 2022 –Till Date

- Worked On multiple global projects,
- Cold calling customer from multiple location like USA, UAE, CANADA, INDIA.
- Dealing in multiple industries like Hotel, Pharma, flight booking, etc.
- Need to coordinate with customer and help them to meet their requirements.

Skill-Lync, Pune IN Jan 2022- July 2022

Inside sales specialist

- Cold Calling
- Taking Technical Demo
- Closure
- Working on Reference

Business Development - Mumbai, IN Jan 2020 –Dec 2021

Sales Associate

- Working with SS enterprise(firefighting)as Sales and marketing person. I do visit to various industries and residential apartment for survey.
- Till date I have given around 15 projects to SS Enterprise in Kalyan zone.
- I had generated business of 20lacs for business in last 2 years.

Dewan Housing Finance Corp - Mumbai, IN May 2018 - Dec 2019

Management Trainee

Home loan

- In DHFL, I use to work in home loan sales department. I use to handle home loans sales in Titwala zone.
- I use to generate leads through Community and Referral Marketing, Social media strategies I had recovered. Emi of Deadpool clients (15 Emi and Above) approximately 10-12lacs.
- Connected with prospects through multi-pronged approaches, through cold calling and local- area Networking.

Kotak Mahindra Bank - Mumbai, IN Aug 2016 - Jun 2017

Assistant Manager

- Worked in Kotak Mahindra bank in social media escalations department. I use to handle social media account of Kotak Mahindra bank.
- Also use to handle personal twitter of Mr. Uday Kotak.
- I use to handle the queries or issues of the customer on social media platform.
- I also use to cross sales credit cards, Loans and other products of Kotak Mahindra bank to the customer.

EDUCATION

Bachelors in business administration

[Tilak Maharashtra university](#)

IBSAR

Jun 2013 - Jul 2016 - Navi Mumbai, IN

SSC

[Mumbai University](#)

Model English High School

Jun 2010 – march 2011 Kalyan, IN

HSC

[Mumbai University](#)

[S.H. JHONDDHALE CLG.](#)

Jun 2011 - Mar 2013 - Dombivli, IN

ACHIEVEMENTS

Internship with Emirates Logistics

Jan 2016

Successful completed my Internship with Emirates logistics in Pune city.
I had completed project on packaging and logistics of engineering products
I had done research in Pune industrial area about what kind of packaging and logistics used by them.
Visited 30+ Engineering companies.
Completed My black book on this project also scored A+ grade in it

CERTIFICATIONS

Certificate of participation

[Institute of company secretary of India](#), Jan 2014

Appreciation certificate

[Institute of Business studies and research](#), Mar 2015

Best volunteer Certificate

[Institute of Business studies and research](#), Jan 2015

Winning the M-biz (Business Event)

[Institute of Business studies and research](#), Apr 2015

LANGUAGES

English

Hindi, Marathi

HOBBIES & INTERESTS

Motorbikes

Listening to Music

Travelling

Connecting to new people

CAREER ASPIRATION

Three years down the line I wanted to Ancash my strength

