

## Sidharth Malhara

88-B near central academy school sec 3, Udaipur Rajasthan, 313001 (IN)  
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### PROFESSIONAL SUMMARY

Strategic, Goal-driven recent graduate eager to utilize skills and knowledge gained through education and experience to assist organizations in developing and executing marketing strategies to drive business growth. Exceptional communication skills and strong ability to lead teams through demanding situations.

### EMPLOYMENT HISTORY

#### **Pre sales Associate, Think and Learn Pvt. Ltd.. Udaipur, Rajasthan**

Dec. 2021 – Oct. 2022

- Aware customer about Brand, Need Creation and Understand Need
- Schedule appointments for sales representatives to meet with prospective customers or for customers to attend sales presentations.
- determine the requirement to meet customer goals
- pitch solutions to a customer and explain all the features and benefits of a particular product or service
- Explain products or services and prices, and answer questions from customers.
- Answer questions about product features and benefits.
- After demo follow-up and closer

#### **VTL (Van team leader), Bajaj corp.. Udaipur, Rajasthan**

Sep. 2020 – Dec. 2021

- Proven sales achievement increase sales from 43 lac to 58 lac (34% approx.) in my working tenure.
- Increase van distributor from 17 to 36 and van route increased from 204 to 437 also covered 10,718 small towns and villages
- Receive payment by cash, check, NEFT and RTGS
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.
- Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.
- Monitor customer preferences to determine focus of sales efforts.
- Direct, coordinate, and review activities in sales and service accounting and record keeping, and in receiving and shipping operations.
- promoting new launched products and ensuring availability, and product placement
- Day to Day work management, Team Attendance, reporting, stock checking, and close monitoring

**EDUCATION**

Course	School name	University / Bord name	Score	Passing year
10 <sup>TH</sup>	Tulsi amrit sr. sec. school, kanore	BSER	53.17%	May 2012
12 <sup>TH</sup>	Tulsi amrit sr. sec. school, kanore	BSER	63.40%	May 2014
B.com	B.N.P.G. Collage, Udaipur	MLSU	56.57%	May 2017
MBA	Shri chimanbhai patel institute of management and research	GTU	7.48CPI	Aug. 2020

**SKILLS**

Team Handling	Expert
sales	Expert
Management	Experienced
establishing good connect	Skillful

**Personal Details**

Name	Sidharth Malhara
Date of Birth	12 july 1998
Language	Hindi & English
Marital status	Unmarried
Nationality	Indian