

SARATH K REGHU

G 401, Laxmi Nivas, Narol, Ahmedabad, Gujarat 382405 ·

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I am an efficient and confident sales manager with demonstrated experience of working in edtech and IT industry. My experiences helped me develop expert knowledge of the sales process. I am initiative-taking to continue learning and improving my skills.

EXPERIENCE

NOV 2022 – TO TILL DATE

SALES MANAGER, RIDHAM ENTERPRISE

Selling of Apple products to educational institutes and IT firms in Gujarat. Responsible for all sales activities related to educational institutes and IT firms in the Gujarat Territory. Work included finding the appropriate client giving them the demo, price negotiation, after sales customer relationship management.

AUG 2022 – NOV 2022

RECRUITER, IMS PEOPLE

Recruiting Doctors for UK Hospitals. Sourcing of doctors as per the requirement of the hospitals convincing them to work with the agency, collecting the required documents from doctors and verifying them and negotiating the rates. Forwarding doctors through various job portals.

JAN 2021 – MAY 2022

DEPUTY AREA BUSINESS MANAGER, K12 TECHNO SERVICES PVT LTD

Responsible for all sales activities in the area, from lead generation to closing. Work closely from pitching the product to closing the deal which includes various activities which are product demonstration to the owner or the principal of the school, solving their doubts and then negotiation and deal closure. Also maintaining the CRM with the existing customers.

SEP 2021 – DEC 2021

MANGEMNET TRAINEE, K12 TECHNO SERVICES PVT LTD

Responsible for finding out new schools where the product can be sold and pitching the product of Eduvate to the school owners and Principals and scheduling the demonstration for senior manager.

JUL 2020 – AUG 2020

MARKETING INTERN, SHINE PROJECTS

Responsible for doing cold calls and selling of finance course to college students B2C selling.

OCT 2020

BUSINESS DEVELOPMENT ASSOCIATE INTERN, HOUSEITT

Responsible for doing cold calls to PG owners and convincing them to get registered into company website.

NOV 2020 – DEC 2020

PUBLIC RELATIONS INTERN, ARKIT INC

Responsible for finding out the issues in the PR activity of the organization and inform it to the CEO with the solutions.

EDUCATION

2021

MBA MARKETING, LJ INSTITUTE OF MANAGEMENT STUDIES

CPI: 9.02

2019

B COM, SHREE NARAYANA COLLEGE OF COMMERCE

Per: 70

2016

HSC, ST. JOHN'S SCHOOL

Per: 63

2014

SSC, ST. JOHN'S SCHOOL

CGPA: 7

SKILLS

- Negotiation
- CRM
- Business Management
- Time Management
- Communication
- Recruitment

LANGUAGES

- **English** – Read, Speak, Write
- **Malayalam** – Read, Speak, Write
- **Hindi** – Read, Speak, Write
- **Gujarati** – Speak
- **Tamil** – Speak

CERTIFICATIONS

- **Digital Marketing** [Online Course by Google]
- **CCC** [Central Govt. approved computer course]
- **Front Desk Associate** [Course by Gujarat Technological University & Tourism Corporation of Gujarat Limited]
- **Short Term Course on Travel and Tourism** [Course by Gujarat Technological University & Tourism Corporation of Gujarat Limited]